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Retail store promotions in the United States

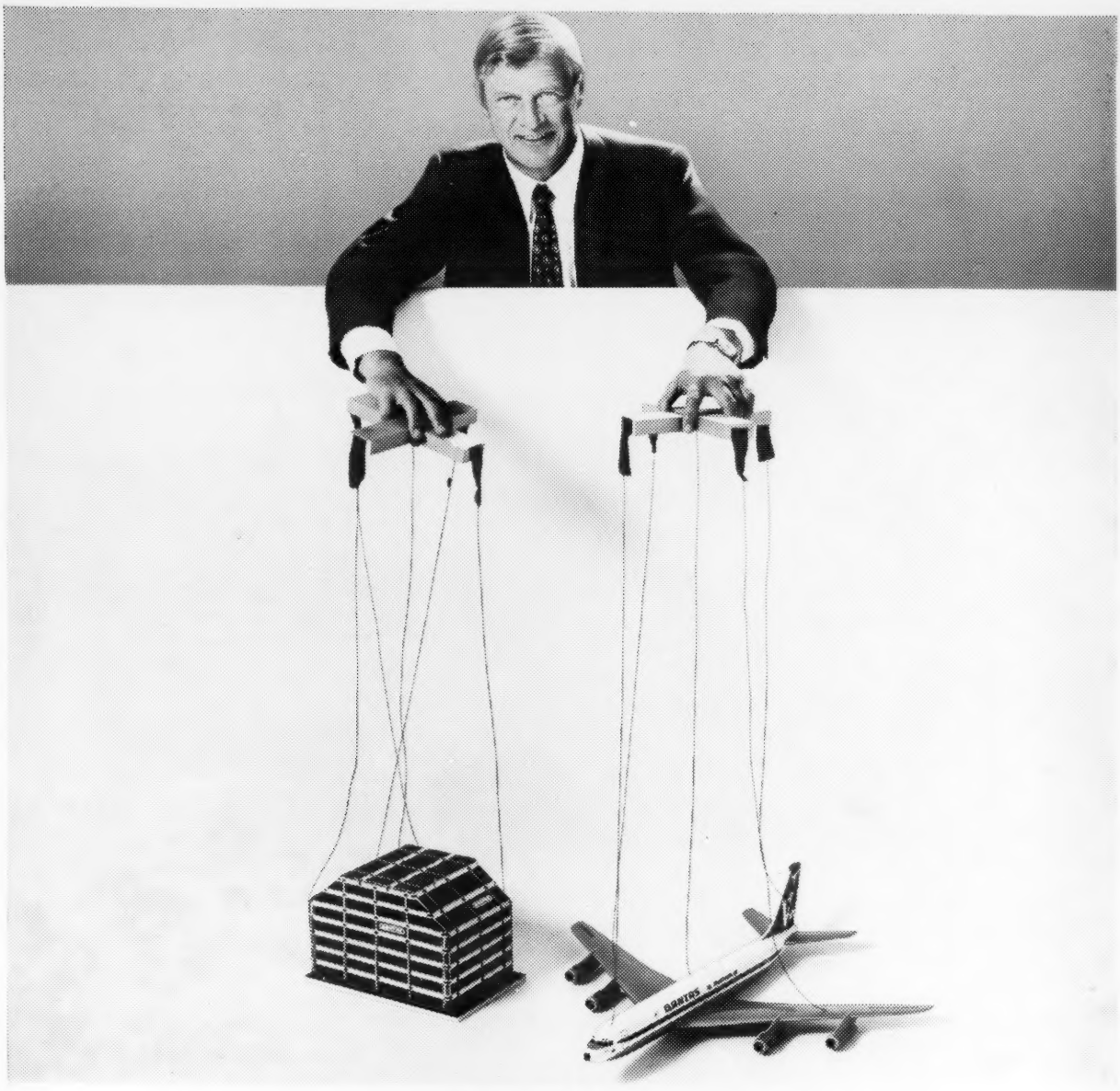
Trends in invisible transactions

Capital expenditure of the manufacturing, distributive and service industries

Manufacturers' and distributors' stocks

Unit value and volume index numbers

EEC interest in British textiles at Interstoff



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600

Retail promotions in the USA— To promote or not to promote: that is the question . . .

by Alan Titchener, British Trade Development Office, New York

This article is one of a series dealing with aspects of overseas markets which are of continuing importance to Britain. The largest markets will be dealt with by more than one article. The next two articles in this series will deal with the market in Denmark.

WHEN Will Shakespeare, to whom we offer apologies for the misquotation, penned Hamlet, the local Indians had not yet been conned into parting with Manhattan for $24 and a few beads. Shakespeare could hardly have foreseen that within 400 years, a small bridge-head in a Virginian swamp named Jamestown would be enlarged into a dynamic and thriving country over 3,000 miles wide and 1,000 miles deep, nor that a handful of British settlers would multiply into a nation of over 200 million enjoying one of the highest standards of living in the world.

Less still would his fertile and often prophetic imagination have anticipated the evolution of a vigorous and thrusting economy in which retail sales would have exceeded $360,000 million in 1970. His mind would have boggled at Macy's 'the largest department store in the world', whose sales in 1970 were $414 million. And he would have stared in disbelief at the massive Sears Roebuck complex in Chicago whose 1970 sales topped $9,200 million. The Mayflower Compact may not have referred to the Robinson-Patman Act which establishes fair practices in certain aspects of retailing, but it was there in spirit.

Over 3,000 department stores

In this country with its more than 3,000 department stores and at least as many major specialty stores with a comprehensive range of departments, and 15,000 shopping centres ranging from a half dozen local shops to impressive air-conditioned complexes boasting over 1.25 million square ft. of selling space shared among a hundred or more stores, there must be exciting opportunities for British consumer goods. 'You'd better believe it' as the American consumer would say. But beware; the locals have learnt a thing or two since those early dealers in property who parted with Manhattan for a metaphorical song. Before he buys, the American consumer must be offered something he likes and believes he wants; and he has to be convinced that he is getting value for his money. And before you, the manufacturer, can get at the consumer, you have to persuade the retail store buyer that not only do you have something the consumer likes and wants etc but, more importantly, that it will be profitable for the retailer to stock it. That is the tougher hurdle, not least because the retailer will be besieged by other manufacturers all set on convincing him that their products are more desirable and more profitable. There's the rub; the retailer is spoilt by the buyer's market and you may well have to offer some additional incentive to persuade him to take on your line. Not graft (US retailing is relatively free of this) but perhaps a contribution towards advertising or a discount to finance some other form of promotion.

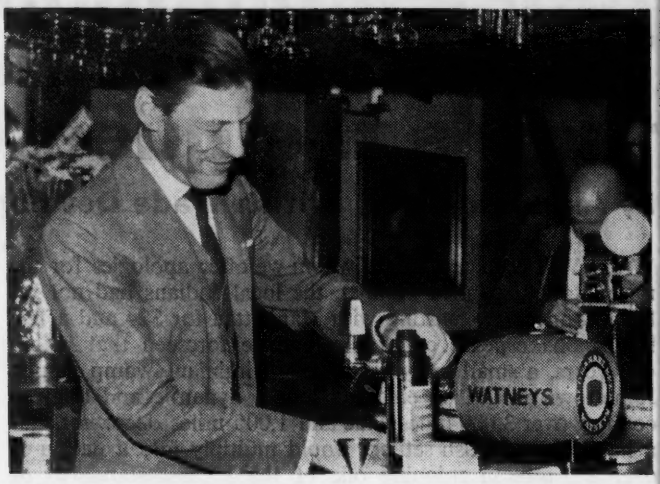
'All right', I hear you say, 'I will offer a 5 per cent margin for promotion. Won't this be sufficient to get my product into the retailer's store?' Well, it might, although often the allowance for advertising etc. will go to 10 per cent or even higher. However, the competition is probably making similar offers and you may still require something special to be sure of keeping ahead of the pack. And that is where the British Government Export Services come in. Through our programme of retail promotions in the United States, we can provide that something special to encourage the retailer to prefer your offer.

Government-sponsored British promotions with US department stores have been going strong for over a decade. In that time, we have co-operated with important department stores in most major American cities from Miami to Minneapolis, New York to Los Angeles, and Boston to Houston. Everywhere British promotions have been warmly welcomed by the consuming public and acclaimed by stores whose main interests have been to increase traffic, sales and profits. Certainly, store promotions have helped put Britain on the map where surprisingly little is known about the British way of life. More importantly, our promotions have helped put British jams and biscuits in American pantries and British china and giftware on American shelves. In short, store promotions have proved an effective means of achieving a continuing improvement in British manufacturers' sales of both existing and new lines by offering an opportunity for an immediate increase in sales upon which exporters and agents can build in the longer term. A promotion does not guarantee any British product a place on a store's inventory but it does give the product more than a fighting chance of proving its value.

How the store promotion programme works

How does the programme work? First, about a year ahead of the event, we identify the stores with which we think co-operation would be mutually profitable. In the main, they will be major department stores or important specialty stores, although we expect to work more with smaller specialised stores, eg delicatessens and with departments within stores. A store may approach us or we may take the initiative. Either way, we explain the advantages of British consumer goods and point to previous store promotion successes in helping to increase sales. We offer a selection of display features and perhaps suggest craftsmen, personalities and other special events, eg bands, bobbies and buses, to help increase traffic through the store. Our help is however conditional on and directly related to the additional buying from British resources a store is prepared to undertake. We talk to buyers, suggest new British resources and urge buyers to visit Britain with their order books in hand. Once agreement in principle has been reached with a store, British manufacturers are alerted through the Department of Trade and Industry's Export Intelligence Service (one of many advantages of being a subscriber) and

RETAIL PROMOTIONS IN THE USA
continued



Scenes during the recent British Week in San Francisco. (Left) Princess Alexandra, who formally opened the event, arriving at the Sir Francis Drake Hotel. (Right) Mr. Michael Ogilvy pulls a pint at the Golden Hind pub.

manufacturers' US representatives are informed through the mechanism of a standing store promotion committee here. Then it's up to the individual manufacturer to sell to the store direct or through the store's Buying Office in London.

So much for the procedure. How has it worked out in practice? 1971 proved a good year with three highly successful major store promotions in recent weeks as widely scattered as Houston in Texas, Rochester in Up-State New York and Columbus, Ohio. Indeed, the year turned out better than expected despite the doldrums through which the US economy has been passing (but from which it now appears to be emerging) and the shock of President Nixon's New Economic Policy announced in August. Notwithstanding the import surcharge which formed part of this policy, all three stores pressed on with their plans and amply demonstrated that the American consumer remains very willing to buy

Export Buying Houses representing United States stores

United Kingdom Buying House and Address

ABERCROMBIE & FITCH
32 Savile Row, London W1X 1AG (Tel. 01-734 1106)

ASSOCIATED DRY GOODS (UK) LTD.
Elsley House, 24-30 Great Titchfield Street, London W1P 8AQ (Tel. 01-636 5718)

ASSOCIATED MERCHANDISING CORPORATION
1B Baker Street, London W.1 (Tel. 01-486 4721)

BALFOUR, WILLIAMSON & CO. LTD.
Roman House, Wood Street, London E.C.2 (Tel. 01-638 6191)

BENNETT, JAMES, (BUYING & EXPORT) LTD.,
76 Grosvenor Street, London W.1 (Tel. 01-629 7088)

BOOKER EXPORT SERVICE LTD.
The Adelphi, 1/11 John Adam Street, London W.C.2 (Tel. 01-930 4041)

COOPER, A. S. & SONS (LONDON) LTD.
8 Wilfred Street, Buckingham Gate, London, S.W.1 (Tel. 01-834 7164)

DALGETY & NEW ZEALAND LOAN LIMITED
Dalgety Export Services Division, 65-68 Leadenhall Street, London, E.C.3. (Tel. 01-480 6650)

DEAN WARBURG LTD.
38 Saville Row, London, W.1 (Tel. 01-734 9421)

DODWELL & CO. LTD.
18 Finsbury Circus, London, E.C.2 (Tel. 01-588 6040)

EWING, J. A. & CO. (LONDON) LTD.
Finsbury Court, Finsbury Pavement, London, E.C.2 (Tel. 01-606 5081)

FOWLIE, REID & WILLS LTD.
25-35 City Road, London, E.C.1 (Tel. 01-606 6331)

GIMBEL BROTHERS & SAKS CO. AND COMPANY
Berkeley Square House, Berkeley Square, London, W.1 (Tel. 01-629 3031)

GUS EXPORT INTERNATIONAL LTD.
Baker Warburg Division, Glen House, 200 Tottenham Court Road, London, W.1 (Tel. 01-636 8233)

MACY, R. H. & CO. INC.
52-53 Conduit Street, London, W.1 (Tel. 01-734 4583)

MARSHALL FIELD & CO.
Westmoreland House, 127-131 Regent Street, London, W.1 (Tel. 01-734 4785)

METASCO INC.
167 Oxford Street, London, W1R 2AY (Tel. 01-437 9324) (All merchandise suitable for sale in Department Stores)

MONTGOMERY WARD AND CO. INC.
28 Bruton Street, London, WX1 8JE (Tel. 01-629 0632)

MOSCROP, J. H. LTD.
11 St. George Street, Hanover Square, London, W.1 (Tel. 01-629 3067)

MYER, EMPORIUM (LONDON) LTD.
8/12 Brook Street, London, W.1 (Tel. 01-499 1453)

NEWCO MERCHANDISE LTD.
92 Cannon Lane, Pinner, Middlesex (Tel. 01-866 4191)

PORTMAN (WHOLESALE & OVERSEAS) LTD.
40 Duke Street, London, W.1 (Tel. 01-629 8805)

SEARS, ROEBUCK OVERSEAS INC.
12 New Burlington Street, London, W1X 1FF (Tel. 01-734 0441)

TERRY, CYRIL, (LONDON) LTD.
29 Great Pulteney Street, London, W.1 (Tel. 01-437 0265)

WILSON J. RAYMOND & CO. LTD.
4-7 Chiswell Street, London, E.C.1 (Tel. 01-638 9231)

ZEIGLER, O., LTD.
27 Albemarle Street, London, W1X 4EX (Tel. 01-629 1362)

A comprehensive list of export buying houses and the United States stores they represent may be obtained on application to Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 02-248 5757, Ext. 245).

British if presented with the right merchandise. Between the three stores involved—F. R. Lazarus in Columbus, Sakowitz in Houston, and McCurdy's in Rochester—total additional buying from Britain exceeded £350,000. After their promotions (see page 579 of this issue and page 209 of October 28 issue) all three stores reported substantial increases in traffic and sales. So everyone was happy, except any manufacturers who may have missed an opportunity to open new accounts!

As the names indicate the Store Promotion concentrates promotional effort upon one store or occassionally upon stores belonging to one chain or group. A British Week is a promotion within a defined area—usually downtown—involving a number of normally competitive stores.

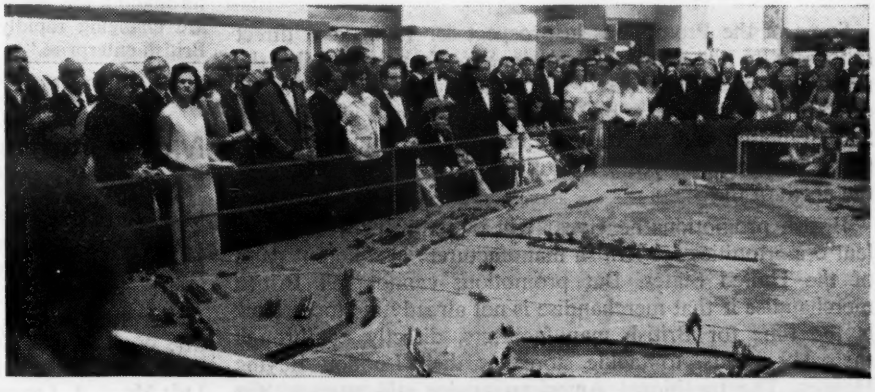
British Week in San Francisco

The British Week in San Francisco in early October involved more than 400 retail outlets and was the highlight of our 1971 promotion programme. As reported in *Trade and Industry* for October 21, page 155, this first full-scale British Week ever staged in the United States exceeded expectations in its impact upon this sophisticated Californian city and did so, despite difficult economic conditions, including a prolonged dock strike, which seemed likely to prejudice its success.

The British Week was the high point of a major effort by the Department of Trade and Industry and the British National Export Council to increase British penetration of the vast and growing California market. During a two-year build-up period, the British Week Office specially opened in San Francisco, distributed 60,000 pieces of promotional literature to 2,500 retailers, agents, media representatives and others throughout the country whose support was essential to the success of the British Week. This massive publicity campaign was responsible for the involvement of no less than 600 agents of British manufacturers and over 80 per cent of the nationwide store chains represented by branches in San Francisco. Despite this effort several stores confessed after the event that they had underbought and could have sold more British goods had merchandise been in stock.

Attracted by a panoply of special events ranging from a darts competition in a local inn to a performance of Benjamin Britten's opera, 'A Midsummer Night's Dream', San Franciscans flocked down-town to visit several special displays. Room settings set up by the British Furniture Manufacturers' Export Club proved to be the most popular with 138,000 visitors, although a consumer durables exhibition arranged by the DTI, Council of Industrial Design and the Carpet Manufacturers' Federation clocked over 61,000 visitors in the six days it was open. Predictably, there were endless queues to enter a specially erected British pub built by Ayala Designs Ltd. But the visitors did not limit their attention to these special attractions. All the major down-town stores reported a substantial growth in traffic during the British Week and the nine largest retailers achieved almost 20 per cent increases in sales during the first fortnight of October. As usual, those stores who put in the greatest effort got most out of the British Week. One of the most successful specialty stores achieved a 40 per cent increase in October sales compared with a year earlier, much of it British.

The British Week should also have a continuing beneficial effect through its success in increasing market awareness of what Britain offers. The almost unanimous view of leading stores is that British products will be considered more



Below: (left) flags outside the Lazarus Annex store in Columbus, Ohio, during the 'Great Britain comes to Columbus' promotion. (Right) A food and beverage tasting, featuring Baxters Foods from Scotland and British fruit wines, was part of the fortnight's festivities. (Right) The highlight of the Sakowitz store promotion held in Houston from October 4-23 was an enactment of the Battle of Waterloo presented by four British airmen from RAF Colerne. Picture shows the crowd which gathered to watch the presentation at the grand opening ball.

seriously in future; that British sources of supply will be explored in greater depth and that the promotion will influence San Franciscan consumers favourably towards British products for some considerable time to come.

Plans for 1972

What of the future? Retail promotions have served British industry well in the past and promise to do so in coming years. Already promotions with two major department stores are planned for 1972: Gimbel's in Pittsburgh (London Buying Office: Gimbel Brothers, and Saks and Company, Berkeley Square) and Rich's, Atlanta (London Buying Office: Associated Merchandising Corporation, Baker Street). Both stores have mounted highly successful British promotions in the past and are planning exciting 'second rounds' next October. Discussions are at an advanced stage with several other stores and at least one shopping plaza; and the Department of Trade will announce details as soon as possible. In any event, manufacturers interested in selling consumer goods in the US market are strongly advised to begin by contacting the London Buying Office listed in the Box accompanying this article. All can advise on the suitability of a product for the US department store market and can effect introductions to American store buyers, many of whom regularly visit Britain.

Following up British Week in San Francisco

Some of the Promotions in prospect for 1972 are a direct follow-up to the British Week in San Francisco. Like the ripples from a stone tossed into a pool, the openings made directly or indirectly by the British Week extend well beyond San Francisco and we are expecting major promotions over the next two-three years in Southern California as well as the north of the State.

British promotions next year will therefore provide excellent opportunities for British manufacturers in different parts of the United States. But promotions cannot sell British merchandise if that merchandise is not already in stock. Now is the time for British manufacturers, directly or through their US agents, to tackle stores or their London Buying Houses. The traditional American advice still applies. 'Go West Young Man'—to New York, Pittsburgh, Dallas, Atlanta, Chicago, San Francisco and Los Angeles....

'British Export Board will result in increasing dividends'

—Mr. Michael Noble

'I AM sure the British Export Board will result in increasing dividends, by bringing government and industry closer together in the export field than ever before,' said Mr. Noble, Minister for Trade, speaking on December 8, to the Institute of Export.

'From next month the British Export Board—with Lord Thorneycroft as chairman and myself as president—will be taking over policy direction of all the export services: both those provided by the DTI, and those formerly under the aegis of BNEC. In this way we shall cut out wasteful duplication between the two sets of services—so making life simpler for industry and getting an economy of effort which should show savings in both manpower and expenditure. This arrangement, which gives experienced businessmen policy control of the government's own export promotion effort—and indeed of a large section of DTI—is a radical one.

'BEB will be able to establish a single set of carefully thought through priorities, combining the knowledge of industry and government, as to what each can do to promote British industry and commerce overseas. The Board will soon be reviewing all facets of the export promotion programme and needs for the future. Lord Thorneycroft has made it clear that they will keep in the closest touch with organisations throughout the export field.'

Preparations for the Enlarged Community

He concluded 'I do not think I need emphasise overmuch to you how precious the next thirteen months will be in terms of firms' preparations for the Enlarged Community. The scope for considerable and cumulative expansion of exports is there: It is up to us to make sure we are geared to take advantage of it, remembering the importance of getting off to a flying start in what will soon be a tariff-free market.

'At the same time we cannot afford to relax our interest in markets throughout the world. In every one of them competitive conditions are changing rapidly, and overall there is enormous scope for British enterprise.'

More appointments to British Export Board

MR. Michael Noble, Minister for Trade and President of the British Export Board, has appointed the following members of the British Export Board to serve under the chairmanship of Lord Thorneycroft:

Sir Peter Allen, chairman of the British National Export Council; Mr. W. J. Bird, a director of The General Electric Co. Ltd; Mr. G. V. K. Burton, deputy chairman and chief executive of Fisons Ltd; Mr. J. A. Lewando, chairman of Carrington Viyella Ltd.

Further appointments to the British Export Board will be made in due course.

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'Only by tackling fundamental problems will Britain reach through to prosperity'

—Sir John Eden

WITH our resources being more effectively employed and our balance of payments strong we can now look forward to what could be our greatest period of sustained growth in decades, the Minister for Industry, Sir John Eden, told the Halifax Chamber of Commerce on December 10.

'Of course there is still some way to go' he said. 'Of course there are still risks involved. There will, no doubt, be disappointments and the occasional set-back. But that makes it even more essential for us to keep our nerve and to hold firm on course—especially since the brighter prospects in an enlarged European environment now beckon us forward.

'Now, if we can get investment plans coming forward at a faster rate, and if we can bring even greater moderation in our wage settlements, there is no doubt we have this real prospect of growth.

'It would be wrong to see in our present difficulties the signs of increasing weakness. On the contrary they are more the symptoms of our future strength. We are learning to recognise the reality of the position to which the past years have brought us. Today the underlying problems of the economy are accentuated by major changes in technology, by the emergence of more capital intensive industries in developed countries and by the improved competitiveness of the labour intensive industries in the developing countries. And we are at last recognising the need for the redevelopment and redeployment of our resources which these forces necessitate. The intolerably large numbers of jobless reflect in part the redeployment that is under way.

'Bewildering'

'All this is confusing, bewildering and for individuals both unsettling and harsh. But it is out of the process of tackling the fundamental problems that the new foundations on which to build our modern economy will come. But this must not be too protracted an exercise.

'If winter dragged on for month on month, spring would be rushed, ill-planned and confused; and there would be little strength left to take advantage of summer.

'Urgent action was therefore needed to limit the length of our economic winter, so as to complete within a more realistic time-scale the necessary processes of reconstruction and renewal. This has taken the form of a massive stimulus to greater and more accelerated activity. We have cut taxes by £1,400 million in a full year—an unprecedented scale. We are relating investment incentives to profitability, and we have a powerful package of measures to help the regions.

'We have a massive programme of public spending to help reduce unemployment adding up in all to more than £600 million; £164 million for improving the environmental and social srevices in the development and assisted areas; £53 million for housing improvement grants in those areas; £80 million for warships from the yards in the development areas; £206 million for Rolls-Royce and the RB211; and most recently, £163 million for accelerating investment projects in the nationalised industries and the road programme.

'Working through'

'This is a formidable catalogue of inducements, incentives and assistance. Already there are signs enough that they are working through. Already, even in the midst of winter, we are being made aware of the prospects of a bright spring:

'Sales of cars and some other consumer durables have rocketed over recent months; retail sales, particularly in October, showed encouraging strength; the National Institute's forecast is of growth of 4-5 per cent in the first half of next year—confirming the Government's estimate of 4-4½ per cent; the *Financial Times* most recent survey of business opinion suggests that business confidence is returning and now from the Bank of England itself comes confirmation that we are moving forward.

'Of course the revival is not yet universally apparent. Some sectors are proving more intractable than others; some, by their very nature or because of the sheer scale on which the necessary action is taking place, are inevitably taking longer to complete. We are, after all, attempting to carry through in a few short months what in most other advanced industrialised countries has been spread out over many years.

'The anguish and frustration which people generally have recently experienced are due not so much to the action—or the supposed inaction—of Government, as to the apparent suddenness with which events have overtaken them.

'But they only seem sudden because for the first time they have been brought out in the open. For far too long the weaknesses have been there, but they have been allowed to lie concealed.

'Now we can all identify the basic weaknesses the presence of which for too long has been allowed to go unchallenged.

'And it is this awareness, this new awakening of the British people, combined with the Government's realistic and effective action, which gives such good grounds for optimism in the future.'

Official appointments

THE Secretary of State for Trade and Industry has authorised the following appointment:

Mrs. Barbara Stevenson of Norwich to be a member of the Eastern Gas Consultative Council.

Mr. D. E. Rooke, to be a member of the Secretary of State's Advisory Council on Research and Development for Fuel and Power with effect from January 1, 1972, in succession to Mr. A. F. Hetherington, who is resigning from the Advisory Council on taking over the chairmanship of the Gas Council on January 1, 1972.

Mrs. S. E. Simkins of Guildford and Mr. D. N. Bingham of Carshalton Beeches to be members of the South Eastern Electricity Consultative Council.

Safety in Mines Research Advisory Board

MR. Norman Siddall, a member of the National Coal Board, has been appointed a member of the Safety in Mines Research Advisory Board with effect from November 29, 1971. Mr. Siddall replaces Mr. W. V. Sheppard, who recently became deputy chairman of the National Coal Board.

British nominee on high level OECD group

SIR Richard Powell (previously Permanent Secretary of the Board of Trade), has been nominated to serve on the High Level Group which was formally established on December 8, by the Organisation for Economic Co-operation and Development (OECD).

This Group, which has been set up following a decision taken by Ministers of the OECD countries in June this year, is 'to analyse trade and related problems which arise in a longer term perspective'. The members have been chosen by reason of their wide competence and experience from among senior officials or personalities designated by Governments.

Sir Richard was Permanent Secretary of the Board of Trade from 1960-1968; he is now engaged in industry and banking.

INFORMATION ON 'T & I' MATERIAL

Readers seeking detailed information on material published in *Trade and Industry*—such as the date on which a particular article was published—should contact the DTI Library at 1 Victoria Street, London, SW1 (Tel. 01-222 7877 ext 3038). The library compiles the quarterly index to *Trade and Industry*, last published on May 26

Textile company opens Huyton factory

THE Department of Trade and Industry announce that Textured Fibres (Cumberland) Ltd., are to occupy, under the name Huyton Textiles, a 15,000 sq. ft. advance factory built by the English Industrial Estates Corporation on the Department's behalf on the Huyton Industrial Estate, Liverpool.

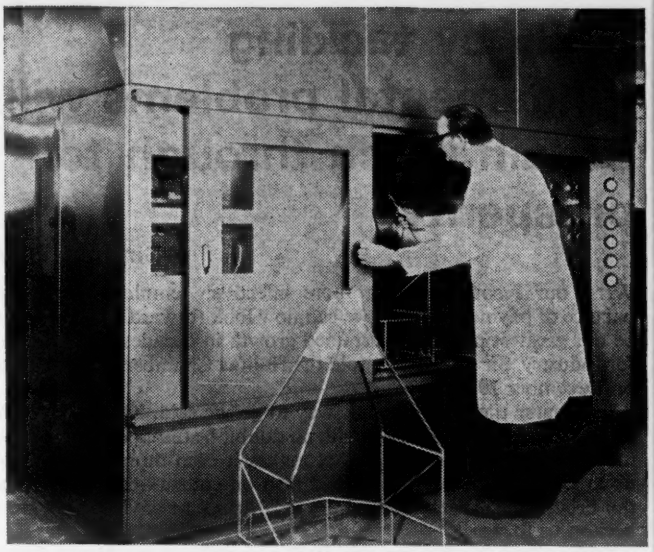
Textured Fibres (Cumberland) Ltd., already occupy a unit on the Department's Solway Industrial Estate at Maryport in Cumberland. The new premises will be used for the manufacture of hosiery and underwear and will provide employment for 68 people when full production is reached.

New DTI factory at Abertillery

THE Welsh Industrial Estates Corporation has announced that work has begun on a new factory of 50,000 sq. ft. for Polya Industries Ltd. at Abertillery. The new premises should be ready for occupation in August of next year.

The building contract has been awarded to R. M. Douglas (Construction) Ltd.: the architects are Berwyn Thomas and Partners of Cardiff and the quantity surveyors are E. G. Dale and Partners of Cardiff.

Polya Industries Ltd. began the manufacture of leather and fabric gloves in South Wales in 1939 and in their present factory at Pontypridd they currently employ over 200 people on the production of gloves, knitting, dyeing, finishing and printing of jersey textile fabrics in crimplene and man-made fibres for the use of swimwear, underwear, dresswear and clothing manufacturers and also furnishing fabrics for stretch covers, both in this country and overseas.



As a direct result of a very successful Poznan exhibition in June, Kerry Ultrasonics Ltd., Hitchin, are manufacturing what is believed to be the first completely automatic ultrasonic cleaning plant to be seen in Poland for a company in Gdansk, manufacturers of ball-bearing sleeves and cylinders. This break-through order is now being followed up by Kerry whose technical sales force are currently presenting seminars on industrial ultrasonic techniques in Warsaw, Poznan and Krakow.

New advance factory at Maesteg

THE Welsh Industrial Estates Corporation has announced that work has begun on the building of another advance factory at Maesteg. This will be the fourth factory to be constructed at Maesteg in advance of known demand; the previous three are already occupied and in production.

The new factory will be approximately 25,000 sq. ft. and it should be ready for occupation in July of next year.

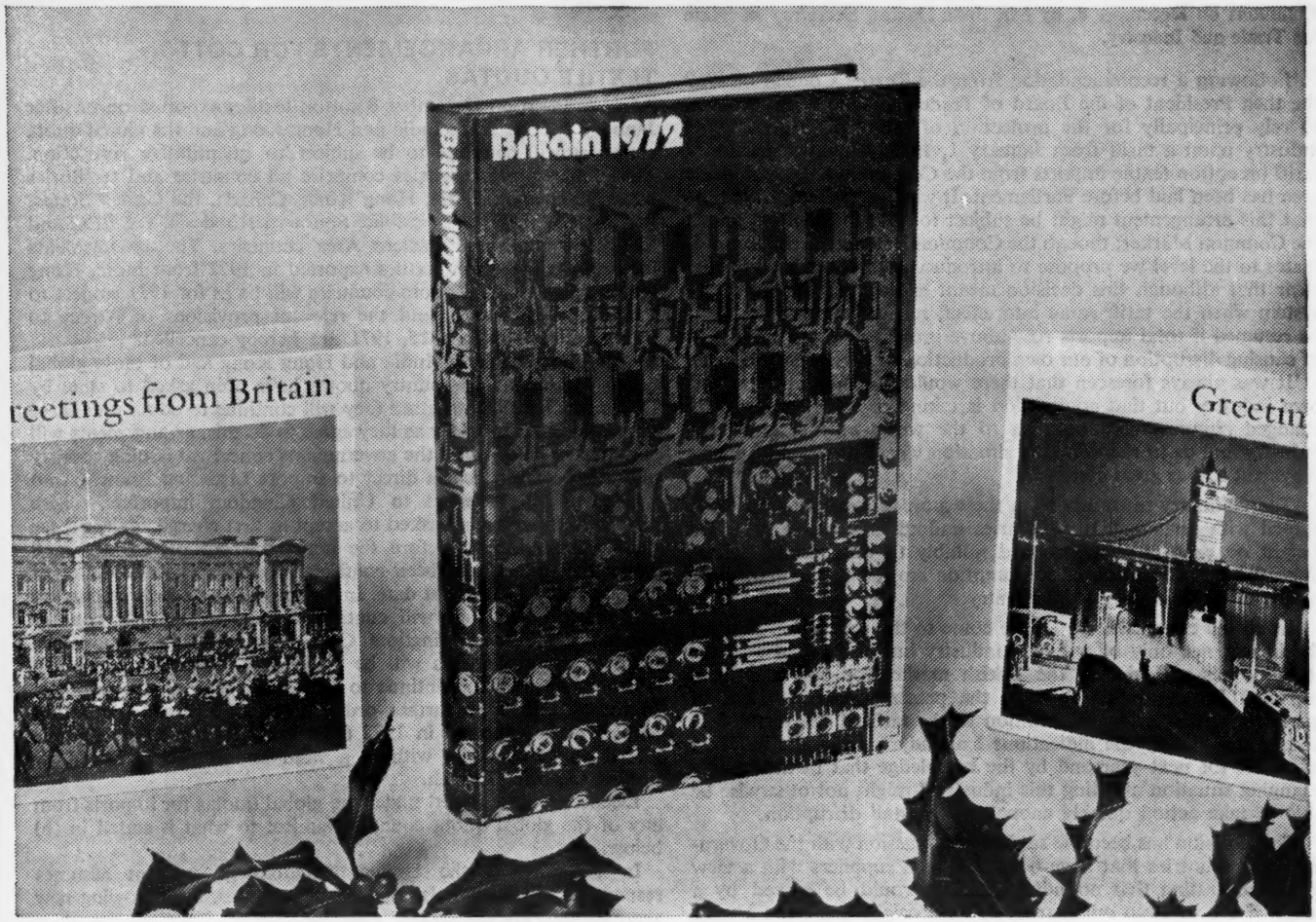
The building contract has been awarded to R. M. Douglas (Construction) Ltd.: the architects are Anthony B. Davies and Associates of Bridgend and the quantity surveyors are E. C. Harris and Partners.

Customs notices of interest to exporters

THE following Public Notices issued by HM Customs and Excise relate to various aspects of export procedure. Copies of these Notices may be obtained from the local Officer of Customs and Excise, whose address appears in the telephone directory and to whom all inquiries should be addressed, or from the Secretary, HM Customs and Excise, 39-41 Mark Lane, London, EC3R 7HE.

General Notice	
49	Temporary importations: international co-operation
77E	Purchase tax-exports.
77X	Purchase tax—retail export schemes.
104	Temporary importations and exportations under ATA and ECS Carnets.
112	Authorised hours for Customs work at ports, airports and in long rooms and charges for attendance given at the request of merchants.
118	Samples required for the purpose of promoting exports from the United Kingdom: admission without payment of Customs duty and purchase tax.
206	Export trade reliefs: temporary importation for process or repair.
207	Reimported goods: relief from Customs duty and purchase tax.
210	Temporary importation of films and similar goods for copying, printing, etc., to fulfil export orders.
215	Relief from Customs duty and purchase tax on importations of goods intended for export which are not otherwise eligible for relief.
275	Documentation of Exports for Statistical Purposes
290	Export of personal and household effects.
300	Export reliefs scheduling scheme.
467	The New Customs Tariff and Overseas Trade Classification
Exchange Control	Notice to Exporters. Issue dated September 1970. (Issued by HM Treasury—also obtained from any bank.)

Drawback	
7	Drawback on mixed or blended beers when exported or deposited in bonded warehouse.
77M	British-made cars and motorcycles; tax free sales to tourists, etc.
132	Sugar: all matters relating to the importation, warehousing and export of sugar and sugar goods, and to the use of surcharge-free sugar for certain purposes.
172	Hydrocarbon oils: drawback of duty.
218	The conditions and procedures under which drawback of import duty may be claimed on goods which are exported in the same state as they were in when imported.
219	The conditions and procedures under which drawback of import duty may be claimed upon the exportation of goods produced or manufactured in this country from imported materials.
224	The examination of bottled beer, exported on drawback, at the premises of a licensed brewer for sale, or beer dealer, as an alternative to examination on the quay.
291	Claims for drawback on goods exported where there has been a variation in the duty rate.
372	Notice to exporters and other traders regarding goods exported, shipped as stores or deposited in bonded warehouse on drawback; authorisation of signatories to drawback claims.
430	Tables of rates of sugar surcharge, distribution payments and corresponding repayments.
430A	Table of rates of sugar surcharge and distribution payment on imported invert sugar and other imported goods containing sugar and repayment rates of exported invert sugar and exported beer.



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Cotton textile quotas

The following is the text of a statement made in the House of Commons on December 8, by Mr. John Davies, Secretary of State for Trade and Industry.

'Following a recommendation from the Textile Council in 1969 the then President of the Board of Trade announced the decision to rely principally for the protection of our own cotton textile industry upon a tariff from January 1, 1972. An order putting a tariff on cotton textile imports from the Commonwealth preference area has been laid before Parliament. It was recognised at the time that this arrangement might be subject to adjustment if we joined the Common Market; though the Common External Tariff approximates to the level we propose to introduce. Moreover it was made clear that although this decision meant ending the general quota system when the tariff came into effect, recourse to quotas might be resumed if total imports rose above present levels to the extent of causing disruption of our own production of particular products.

'It was always foreseen that there would be contraction in our own industry but that contraction is taking place in substantially changed circumstances both as to the world-wide state of the industry and as to the domestic situation where the level of unemployment causes great concern.

'The voluntary restraints upon the export of textiles to the USA agreed with certain Asian countries undoubtedly place an added weight on exports elsewhere and notably to this country whose imports as a proportion of consumption are far higher than those of any other major industrial country.

'In all the circumstances I have come to the conclusion that for the benefit not only of our own industry but also because of the stability this will give in the British market for our traditional suppliers I must retain in 1972 the present general system of quantitative restrictions in addition to the tariff. I am fortified in taking this step by the indications I already have of the build-up of orders for next year and by the knowledge that in the rapidly changing situation affecting this industry I might not otherwise be able to take action quickly enough to forestall disruption.

'This decision has been the subject of discussion with the Governments of countries that have been our main suppliers with a view to demonstrating that nobody's interests would be served by a surge of exports into our market in 1972 originating from a wide range of sources. Whilst regretting the inconvenience our decision may cause them we appreciate their understanding of our problem. We have asked those who currently administer restrictions at the point of origin to continue to do so, whilst making it clear that should they find that impracticable we shall undertake the task from here. All imports of currently restricted cotton textiles from the countries in question will continue to be restricted and I must stress that we will not be prepared to licence excess shipments in 1971 in anticipation of 1972 quotas. No assurance can be given that licences will be issued for contracts entered into from today unless the Government are satisfied that the orders can be accommodated within the quotas for 1972. Fuller details of these arrangements are being issued to those concerned. The arrangements, moreover, will make the adaptation process to the EEC easier.

'The Government underlines that the object of this action is to avoid a situation of major disturbance arising next year that might occasion damage both to our own industry and to that of our main suppliers.'

A delegation of Hong Kong officials held discussions on December 6 and 7, with Mr. Anthony Royle, Parliamentary Under-Secretary of State for Foreign and Commonwealth Affairs, Mr. Anthony Grant, Parliamentary Under-Secretary of State for Trade, and FCO and DTI officials about the British Government's decision to retain the existing system of quantitative restrictions on imports of cotton yarn and woven cotton textiles from Hong Kong and other currently restricted countries. The Hong Kong officials visited London at the invitation of HMG. The British and Hong Kong Governments have agreed to further talks beginning on January 10, 1972, in order to examine in more detail the implications of the decision for Hong Kong's trade in cotton textiles with the UK.

Notices to Importers

The following is the text of a notice which is being published in the DTI series of Notices to Importers.

FURTHER ARRANGEMENTS FOR COTTON TEXTILE QUOTAS

As announced on December 8 cotton textiles exported on or after January 1, 1972 from India and Hong Kong and the global quota countries will continue to be subject to quantitative restriction. The global quota countries comprise all countries and territories other than Japan, India, Hong Kong, Canada, the United States, Australasia, the Irish Republic, Southern Rhodesia, the EEC and EFTA countries and Eastern Area countries. The arrangements for imports of cotton textiles exported in 1972 from India, Hong Kong and the global quota countries will be as for 1971 subject to the following changes and the relevant provisions of Notice to Importers 1331 of July 15, 1971 are hereby cancelled.

The Governments of India and Hong Kong and of those global quota countries with country quotas have been asked to state by December 31, 1971 whether they will continue to administer these quotas in 1972. In so far as they agree to do this, arrangements will continue as before with the governments concerned issuing country quota export certificates direct to Import Licensing Branch, who will then issue licences to United Kingdom importers. These governments are being asked to accept as first charge against these quotas orders made before the announcement of December 8 where the orders have been confirmed by an irrevocable letter of credit opened before that date. In any cases where governments do not confirm that they will continue administering their country quotas, the United Kingdom Government will be responsible. Further announcements will be made as and when it is known which countries will continue to administer their country quotas. In the meantime no further orders should be placed for cotton textiles to be exported in 1972 from India, Hong Kong and the global quota countries without a valid import licence issued by Import Licensing Branch.

Licences will be issued under the global quotas for imports from any of the global quota countries subject to what is stated in (b) below.

In cases where the United Kingdom government assumes responsibility for administering country quotas, the following new arrangements are envisaged:

(a) Against each country quota which it administers, Import Licensing Branch will consider applications for import licences from importers to whom licences have been issued in 1971 under that country quota for imports of cotton textiles in the relevant country quota category, in respect of firm orders placed before December 8 1971 and covered by irrevocable letters of credit opened before that date. If the amounts of these orders fall short of the total amounts category by category of import licences issued to an importer for imports from the country in question in 1971, increased by 1 per cent, ILB will consider issuing further licences to that importer on application by him up to the amounts which he was licensed to import in each category under that country's country quota in 1971. When first applying for licences importers should give particulars of all orders for export in 1972 placed before December 8, 1971 and covered by irrevocable letters of credit opened before that date and particulars of all licences (including the licence number) issued to them under country quotas in 1971 for imports of cotton textiles from the country in question. No assurance can be given that it will be possible to meet all applications, and any imports in excess of the quotas not covered by a valid licence issued by ILB will be liable to seizure by Customs. No anticipation of 1972 quotas will be permitted for goods exported in 1971 in excess of the 1971 quotas. If licences issued on the foregoing basis fail to exhaust a particular category within a country quota, further applications will be invited.

(b) The global quotas will be allocated to importers who have qualified for licences under the global quota arrangements in 1971. In the first instance allocations will be made for half the 1971 level (plus 1 per cent) valid until the end of 1972. Applications for such licences should be made as soon as possible and should reach Import Licensing Branch by January 1, 1972. These licences

should be used in the first instance for outstanding orders for which import licences are not forthcoming under the relevant country quota.

(c) There may be importers who have placed before December 8, 1971 firm orders covered by irrevocable letters of credit opened before that date for cotton textiles to be imported from any of the countries subject to quota restrictions but who did not receive in 1971 an import licence under the global quota or under the relevant country quota for cotton textiles in that category. Such importers should apply to ILB giving full particulars of these orders.

All quota levels will be increased by 1 per cent over the 1971 level, but it is not possible to give any assurance that the 1 per cent increase will be reflected precisely in individual licences granted under the global quotas.

ILB will be prepared to consider applications from importers for licences to cover cotton textiles for re-export whether or not after further processing.

The arrangements for obtaining duty relief for certain cotton textiles exported in 1971 under the 1971 quota limits from restricted countries in the Commonwealth Preference Area are set out in the separate notice below.

The following is the text of a joint notice of the Department of Trade and Industry and HM Customs which is being published in the DTI series of Notices to Importers.

RELIEF FROM IMPORT DUTY ON CERTAIN COTTON TEXTILES IMPORTED ON OR AFTER JANUARY 1, 1972.

THIS Notice sets out arrangements for obtaining duty relief in certain cases, on certain cotton textiles exported in 1971 from certain countries in the Commonwealth Preference Area. An Order was laid before Parliament on December 6 imposing new duties on certain Commonwealth Preference Area cotton textiles which will where necessary raise new tariff headings. These duties will come into effect on January 1, 1972. A list of the proposed headings and duty rates was published in *Trade and Industry* on June 30, 1971 (pages 662 and 676). It should be noted however that the recommended change to the description of goods for BN heading 59.13 has been withdrawn and will remain as in the current tariff.

Statutory conditions for duty relief

2. Section 2 of the Finance Act 1971 enables an Order to be made under Section 5 of the Import Duties Act 1958 to relieve from import duty cotton yarn and manufactures of woven cotton if:

a. they are goods of the Commonwealth Preference Area, and
b. they are imported on or after January 1, 1972 under the authority of an import licence which restricts the quantity of goods which may be imported thereunder, and
c. the Secretary of State for Trade and Industry certifies that he is satisfied that they were exported from their country of origin before January 1, 1972, and
d. import duty would not have been chargeable on them if they had been imported on December 31, 1971.

An Order Under Section 5 was laid on December 15, 1971.

Sources qualifying for duty relief

3. It will be noted that to qualify for relief by virtue of any order under Section 5 goods will require to be imported under a licence from Import Licensing Branch of the DTI that limits the amount of goods to be imported (see paragraphs 4 and 5 below). Such import licences will be required after December 31, 1971 for the cotton textiles concerned imported from countries and territories of the Commonwealth Preference Area subject to quota restrictions. Cotton textiles imported from other countries and territories of the Commonwealth Preference Area under any import licence which does not restrict the quantity of goods which may be imported thereunder or cotton textiles imported from sources outside the Commonwealth Preference Area will not meet the statutory conditions for duty relief.

Country quotas and India and Hong Kong bilateral quotas

4. Import licences will be issued for goods imported under 1971 country quotas from the countries and territories of the Commonwealth Preference Area subject to quota restrictions, upon receipt of export certificates from the authorities of the countries concerned and provided the quota limits have not been exceeded (no anticipation will be permitted of 1972 quotas in respect of goods exported in 1971). If the Department of Trade and Industry are satisfied that such goods have been exported before January 1, 1972 the import licence will be stamped with the certificate referred to in paragraph 2(c) above.

5. Importers holding global quota licences valid for 1971 which have not been fully used by December 31, 1971 should, if they wish to make use of the balance, apply to Import Licensing Branch for individual import licences on a consignment basis. If importers consider that goods imported under such a licence may qualify for duty relief they should when applying for an import licence, supply Import Licensing Branch with satisfactory evidence (eg the Bill of Lading) of the date of exportation from the country of origin. If the DTI are satisfied that the goods have been exported before January 1, 1972 the import licence will be stamped with the certificate referred to in paragraph 2(c).

Date of issue of licences with certificates

6. No uniform date has been set for issuing import licences under country quotas stamped with certificates to meet condition (c) of paragraph 2 above as the period of transit from the different countries of origin varies considerably. If importers receive such licences in 1971 without a certificate and consider that the goods are likely to be imported after December 31, 1971 they should return the licence to Import Licensing Branch with a request for the issue of the necessary certificate.

Exports from countries of origin after December 31, 1971

7. Import Licences for cotton textiles exported on or after January 1, 1972 from the countries and territories of the Commonwealth Preference Area subject to quota restrictions will be clearly marked to show that they are not certified for duty relief.

Goods imported in 1971 and put in bonded warehouse

8. Cotton textiles imported in 1971 from the countries and territories of the Commonwealth Preference Area subject to quota restrictions and then put into bonded warehouse will be subject to whatever duty is in force when they are taken out. If this occurs in 1972 they will not be eligible for duty relief as condition (b) in paragraph 2 above will not be satisfied.

Customs requirements

9. For Customs purposes import licences, bearing the certificate of the Secretary of State, should, as stated thereon, accompany the Customs entry documents. The name and address of the individual firm or company to whom the licence is issued, together with the number of the licence, should appear on the relative Customs entry. It should be noted that the licence will be treated as covering only the goods which are actually being imported in the one consignment covered by the Customs entry and that even if the quantity and/or value of goods specified in the licence is greater than the quantity and/or value of the consignment the licence will be regarded as exhausted and retained by the Customs. In such cases an application may be made to Import Licensing Branch for a further licence for the balance of the goods. Where Customs are satisfied that goods covered by import licences bearing the certificate of the Secretary of State are of Commonwealth Preference Area origin and would have been admitted free of import duty under the conditions of Customs Notice No. 27A if they had been imported on December 31, 1971, they will allow them to be imported without payment of import duty in accordance with the Import Duty Relief (No. 1) Order 1971 under Section 5 of the Import Duties Act 1958.

DEAR EDITOR...

Letters to the Editor should be addressed to the Editor, *Trade and Industry*, Room 437, Department of Trade and Industry, 1 Victoria Street, London SW1H 0ET, and *not* to HMSO.

Import licence for Russian crude oil

IT has been decided to issue a further Licence, covering 1972, for the importation from the Soviet Union of a limited amount of crude oil for refining in the United Kingdom (*Trade and Industry* February 3, 1971, refers). This decision has been taken because of the special circumstances of this particular transaction and does not imply any general relaxation of the prohibition on the importation of crude oil and other main petroleum products from the Soviet Union, although the possibility of issuing further Licences is not ruled out.

Inquiries should be addressed to the Petroleum Division, Department of Trade and Industry, Thames House South, Millbank, London, SW1.

Imports of cigars from Cuba

THE quota for the importation of cigars manufactured in Cuba for the 12 months period beginning January 1, 1972, is established at £900,000 cif.

Holders of licences under the quota for 1971 will be informed of their allocation for 1972 by Import Licensing Branch of the Department of Trade and Industry.

Application for reimposition of import duty

THE Department of Trade and Industry, Tariff Division, have received an application for the reimposition of the import duty from January 1, 1972, on the following item, which is at present temporarily exempt from duty. This is in response to the notice of the Annual Review of temporary exemptions published in *Trade and Industry* on August 12, 1971.

Tariff heading	Description	Reference
29.30	2,4-Di*iso*cyanatotoluene	T 647

Applications for temporary exemption from import duty

THE Department of Trade and Industry are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Employers: it is time to check your insurance

EVERY employer in the country—from the small High-Street shopkeeper to the owners of the biggest factories and multiple stores—will need to check their insurance before the end of the year.

Because a new Act of Parliament, designed to protect the interests of employees and their families, comes into force on New Year's Day.

Its aim is to ensure that, regardless of the employer's financial position, employees receive compensation for any injury or illness caused in the course of their work as a result of their employer's negligence.

Most employers are probably already covered for this kind of risk. But the new Act, the Employers' Liability (Compulsory Insurance) Act makes it compulsory—rather like compulsory third party insurance for motor cars.

It will come into force in two stages:

* from January 1, 1972 every employer must be insured
* from January 1, 1973 every employer must display a certificate of insurance.

The need for the legislation was recognised during the last decade and was underlined by a fire in Glasgow in 1968 in which 19 workers lost their lives. Their dependants were unable to obtain compensation from the employer.

The result was a Private Member's Bill introduced into the House of Commons in 1969 by Mr. David Watkins (Labour, Consett) with support from the Government.

Under the Act, every employer carrying on a business must insure unless specially exempted. This means every kind of business from a one-man-and-a-boy back street workshop to the biggest industrial and retail firms in the country.

It covers small shopkeepers—for example newsagents, grocers, hairdressers, dress shops—service firms such as window cleaners or office cleaners, and even professional men such as accountants, architects and lawyers.

It also covers organisations which employ staff but which are not normally classified as businesses—for instance working men's clubs or tennis clubs.

But it does not include someone who has a maid, gardener or oddjob man working in his own home.

Other conditions—heading

Other conditions

The Act sets out certain other conditions:

* Employers must insure with an 'authorised insurer'. Broadly, nowadays, this means any insurer operating in Great Britain.
* Employers must take out an 'approved policy'. In general such a policy will not contain conditions in the small print which would allow the insurer to refuse to pay a claim because of things done or not done by the employer.
* Employers must be covered for a minimum of £2 million. This amount of insurance will probably be available automatically as existing policies have usually offered unlimited cover.

Only a few categories of employers are exempt under the Act. They include most local authorities, the police, nationalised industries, and certain bodies financed from public funds. Employers of seamen covered by ship-owners' mutual insurance schemes are also exempt.

A few types of employees are also exempt. No insurance cover is required, for instance, for workers who are close relatives of their employer. This includes husbands and wives, sons and daughters, brothers and sisters, grand-parents and grand-children.

Enforcement

The problem of enforcing the Act has been eased by the use of a simple device: from January 1, 1973, a year after the Act comes into force, every employer must display a copy of a certificate of insurance.

Insurers plan to issue the certificates when they renew clients' policies during 1972, or when they issue policies to new clients at the beginning of 1972.

Speaking about enforcement in the House of Commons, Mr. Dudley Smith, Parliamentary Under Secretary, at the Department of Employment, said: 'The TUC has accepted that its members will have a large part to play in the enforcement of the Act.'

Mr. Smith agreed that there would be a burden on employers with many premises—for instance multiple retailers—who had to display certificates at every place of business.

'But I hope that the cost to them will be small when compared with the possible cost of a more formal enforcement procedure', he said.

Any employer who is not covered by employers' liability insurance will, from January 1, 1972, be liable to a fine of up to £200 a day for every day on which he is not insured. For other offences under the Act an employer will be liable, on summary conviction, to a fine not exceeding £50.

Details of the Act are set out in a leaflet which is available at local offices of the Department of Employment.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be at any time DURING THE NEXT THREE YEARS, in a position to supply a substantial proportion of the United Kingdom demand for these materials.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified.

Interested parties who wish to make representations should address them to Tariff Division, Department of Trade and Industry, Kingsgate House, 66/74 Victoria Street, London, SW1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption.

Representations should be received by December 30.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Reference
*05.15	Mackerel (scombar scombus)	Mackerel	11783
*	Horse mackerel (trachurus trachurus)	Horse mackerel	11783
29.01	*iso*Butene of a purity not less than 99.0 per cent	isobutylene (99.5% Polymerisation grade)	13819
29.02	1-Chloro-1,1-difluoroethane	Mono-chlorodifluoroethane	13816
29.07	2-*tert*Butyl-4,6-dinitrophenol	Dinitro tertiary butyl phenol	13820
29.22	*N*-1,3-Dimethylbutyl-*N'*-phenyl-*p*-phenylenediamine	N-(1,3 dimethylbutyl)-*N'* phenyl-p-phenylenediamine	13818
29.35	4-Oxo-3-*iso*propylbenzo-2,1, 3-thiadiazine 2,2-dioxide	3-isopropyl-4-oxobenzo-2,1, 3-thiadiazine-2,2-dioxide	13821
	Penfluridol	4-(4-Chloro-aaa-trifluoro-m-tolyl)-1-[4,4-bis (p-fluoro-phenyl)-butyl]-4-piperidinol	13817

Note: Revised definition

Interested parties will wish to know that the definition for Tinplate (73.12) has been amended to the following:

Strip of iron or steel, in coil form, coated with tin and subsequently lacquered, of a width of not less than 140 millimetres, and not more than 155 millimetres, and of a thickness of not less than 0.20 millimetres, and not more than 0.5 millimetre.

Note:

* Mackerel and Horse mackerel which is unfit for human consumption.

Clearance of merger proposals by the DTI

THE Department of Trade and Industry announce that on the information at present before them it is not their intention to refer to the Monopolies Commission, under the provisions of the Monopolies and Mergers Act 1965, the proposed mergers between the following companies:

The Expanded Metal Co. Ltd. and Ash & Lacy Ltd.

National City Financial Trust Ltd. and Campbell Discount ICO Ltd.

Stenhouse Holdings Ltd. and Sir William Garthwaite (Holdings Ltd.

The Investment Trust Corporation Ltd. and Rose and Thistle Trust Ltd.

Metrication of the tariff—anti dumping duties

THE Department of Trade and Industry has made the Anti Dumping and Countervailing Duties (Metric Rates) Order 1971 which will take effect from January 1, 1972.

This Order expresses in metric terms the rates of anti dumping duty which will apply to those items, six in all, now subject to anti dumping duty and which appear in the various chapters of the Customs and Excise Tariff in which metric units of quantity are used (see page 586). The new rates are so calculated that they involve no increase in duty.

Copies of the Order (SI No. 1971/2001) are available from HMSO, price 3p (5½p including postage).

Removal of quantitative restrictions on certain imports from the Eastern Area countries

As from January 1, 1972, quantitative import restrictions will be removed from the following products originating in or consigned from the Eastern Area countries:

Fresh, chilled and frozen poultry meat; cream; condensed and evaporated milk; whole and skimmed milk powder; grass seed; lactose; electric blankets.

These products, apart from grass seed, will be placed on the Open General Import Licence (OGIL). The first schedule to the OGIL will be amended accordingly. Grass seed will continue to be subject to import licence for reasons of quality control.

Notes

The Eastern Area includes Albania, Bulgaria, Czechoslovakia, Eastern Germany (USSR Zone and Sector of Berlin), Hungary, North Korea, North Vietnam, The People's Republic of China, The People's Republic of Mongolia, Poland, Romania and The Union of Soviet Socialist Republics.

Fresh, chilled and frozen poultry meat, cream, condensed and evaporated milk, whole and skimmed milk powder are subject to minimum import price arrangements enforced where necessary by levies.

A Notice to Importers will be issued shortly. In the meantime, detailed inquiries should be addressed to Import Licencing Branch, Sanctuary Buildings, Great Smith Street, London, SW1P 3DB.

Highlighting opportunities for expansion

LINKED publications highlighting industrial opportunities and back-up support from the Government in the assisted areas are now available from the Department of Trade and Industry in London and its regional offices throughout the country.

The first, 'Room to Expand', designed to attract the attention of top management, illustrates the wide variety and choice of location in these areas. They include the whole of Scotland, most of Wales, large parts of the South-west, North-east, and North-west of England and the whole of Northern Ireland.

It shows that skilled labour, improved communications, excellent educational and social facilities exist. That there are industrial sites available to meet a variety of needs with modern factories immediately available for efficient production. Above all the publication, as its title underlines, demonstrates the room there is for industrial expansion.

The companion booklet 'Incentives for Industry', sets out clearly the range of financial incentives available in the assisted areas, which are made up of special development, development and intermediate areas. In the development areas these can include Government-built factories for rent or sale, with an initial rent-free period, building grants and loans for new buildings, and plant and removal grants. Tax allowance of 100 per cent on new machinery and plant for manufacturing and service industries is also available, together with other allowances.

Extra incentives are available in the special development areas where an operational grant can reduce wage and salary costs by about 30 per cent during the first three years of operation. The Department can advise on new locations, arrange inspections of possible sites and give detailed information about labour supply, transport, power supplies, and other factors likely to influence the decision of any firm to move or expand.

Both booklets are available from the Department's free advisory service:

'Industrial Expansion', Department of Trade and Industry Millbank Tower, Millbank, London SW1P 4QU. Tel 01-834 2255 Ext 88. Or from any of the department's regional offices.

HINTS TO BUSINESS MEN

DTI's *Hints to Business Men* booklets cover over 100 countries individually, and provide invaluable information on such subjects as industries, economic factors, the nature and extent of imports and exports, population, travel, hotels, climate, currency and public holidays. Copies are available free to British businessmen visiting any country on export business. Apply to; Export Services Division, Department of Trade and Industry, Export House, 50 Ludgate Hill, London EC4M 7HU. Tel. 01-248 5757 ext 7146.

Patents endorsed 'Licences of Right'

UNDER Section 35 of the Patents Act 1949, the following patents were endorsed 'Licences of Right' on the dates specified

Number	Grantee	Subject-matter
November 8, 1971		
950,371	Eric Lambert Mather, A.M.I.M.E.	Machine for filling packholes with debris in underground mines
1,072,290	The Trane Company	Control circuit for heat exchange unit with auxiliary electric heater
1,102,530	The Trane Company	Air cleaning apparatus
1,144,263	The Trane Company	Absorption, refrigeration machine
1,110,858	Seperic	New sulphonamides, the process of preparation and the application thereof
1,116,250	I.T.T. Industries Inc.	Semiconductor devices
1,137 619	I.T.T. Industries Inc.	Semiconductor devices
1,154,828	International Standard Electric Corporation	Non-linear decoder
November 12, 1971		
952,046	The Trane Company	Absorption refrigerating machine
956,434	The Trane Company	Compact heat exchanger
1,018,640	The Trane Company	A method of removing parts of a refrigerating machine
1,017,638	Agfa Aktiengesellschaft	Slide-changing device for still picture projector
1,102,795	Agfa Aktiengesellschaft	A process and material for material for the preparation of masks for the reproduction of colour images
1,174,844	Societa' Italiana Resine SpA	Method of preparing metal salts of bisdithiocarbamic acids
1,176,359	Societa' Italiana Resine SpA	Regeneration of catalysts useful in the synthesis of unsaturated esters frame olefins
1,181,728	Societa' Italiana Resine SpA	Supported phosphorus acids-containino catalyst useful in converting gaseous olefins
1,184,816	Societa' Italiana Resine SpA	Method of preparing a catalyst suitable for manufacturing formaldehyde from Methanol
1,188,675	Societa' Italiana Resine SpA	Method of preparing catalysts for oxidising alcohols to aldehydes
November 18, 1971		
829,848	Erich Netzsch	Extrusion presses and the like
1,109,810	I.T.T. Industries Inc.	Resonant circuits
1,145,603	Agfa Gevaert Aktiengesellschaft	Photographic elements containing antibronzing agents
1,184,995	Agfa Gevaert Aktiengesellschaft	Colour photographic material
1,179,234	Gevaert Agfa NV	Apparatus for making flat film by melt extrusion
1,180,250	Laboratories Auclair	New but-2-yne derivative and process for preparing same
November 22, 1971		
1,099,755	Chem-Y Fabriek van Chemische Produkten NV	Thermoplastic composition
1,112,441	Hawker Siddeley Dynamics Ltd.	Improved magnetic switching devices
1,171,541	National Research Development Corporation	Electrical generators
1,198,654	Gevaert-Agfa NV	Improved light-sensitive silver halide emulsions
1,198,995	Gevaert-Agfa NV	Photoconductive recording materials
November 25, 1971		
895,434	Schloemann Aktiengesellschaft	Hydraulic forging presses having control means.
932,816	General Aniline and Film Corporation	Brighteners in polyester fibres
1,108,785	GAF Corporation	Encapsulated halophers and methods for making same
943,935	Gaskell and Chambers (Non-Drip Measures) Ltd.	Paper cup dispensers
1,077,521	Shawinigan Chemicals Ltd.	Operation of electrically heated fluidised beds
1,152,549	Oy Medica AB	Method of preparing 1.4-dibromo-2-butanol from alkyl bromide
1,191,940	Societa' Italiana Resine SpA	Method of recovering molybdenum from spent catalysts containing iron and molybdenum oxides
November 29, 1971		
854,025	Shawinigan Chemicals Ltd.	Heating of spouted beds
854,268	Shawinigan Chemicals Ltd.	The electrothermic production of hydrogen cyanide by fluidised bed technique
870,961	Shawinigan Chemicals Ltd.	Electrothermic fluidised bed apparatus
888,875	Shawinigan Chemicals Ltd.	Heating of spouted beds
900,066	Shawinigan Chemicals Ltd.	Gas supply to fluidised beds
920,395	Shawinigan Chemicals Ltd.	Hydrogen cyanide synthesis
928,907	Shawinigan Chemicals Ltd.	Production of hydrogen cyanide
1,131,856	William Kingston	Hydro-foil system for longshore fishing and other underwater purposes
November 30, 1971		
1,099,079	International Standard Electric Corporation	Automatic telecommunication exchange
1,141,140	International Standard Electric Corporation	Identification system for telephone or like exchanges
1,141,408	International Standard Electric Corporation	Reusable photosensitive recording media
1,153,000	International Standard Electric Corporation	Method for a mechanical connection of components
1,156,358	International Standard Electric Corporation	Demodulator circuit for effecting a 4-phase differential demodulation
1,163,330	International Standard Electric Corporation	Receiver for frequency-modulated signals
1,174,503	International Standard Electric Corporation	Receiver for FM signals
1,062,639	Standard Telephones and Cables Ltd.	Light emitting semiconductor devices
1,155,519	Standard Telephones and Cables Ltd.	Electromechanical transducer

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

E. ARMITAGE
Comptroller

The Performing Right Tribunal

MR. Philip Gordon Walker, FCA, has been appointed a member of the Performing Right Tribunal until May 31, 1974. Mr. Walker is chairman and chief executive of Philblack Ltd., and of its subsidiary companies; chairman of Sun Life Assurance Society Ltd.; a director of the Metal Box Co. Ltd., and Barclays Bank Ltd. (London Local Board) and other companies.

International forum to be held on 'Oil and Scotland's Future'

THE discovery of North Sea oil off the Scottish coast, and the implications of this to the Scottish economy is to be the subject for discussion at the Second International Forum of the Scottish Council (Development and Industry) which is to be held at Aviemore on February 24 and 25, 1972.

About 80 leaders from all sectors of the Scottish community are being invited to take part in the discussion. Indications will be given of the way in which oil finds have influenced communities in other parts of the world, so that the opportunities for Scotland may be placed in an international context.

As well as oil from the North Sea, there is a significant component of oil contained in the 'Oceanspan II' concept published by the Scottish Council in October, and the Forum will take account of this also.

The International Forum was set up in 1969 under the chairmanship of Sir William McEwan Younger, so that, in times of rapidly accelerating change, international experience might be available to Scotland. The first International Forum was held in Aviemore in November 1970, when the subject discussed was centralisation.

Inquiries should be addressed to Mr. J. Saunders of the Scottish Council at 031-225 7911 after 2.30 p.m.

LONDON COURT OF ARBITRATION
of the
Corporation of London
and the
London Chamber of Commerce & Industry

Why arbitrate?

Commercial arbitration is entirely private, final and usually cheaper and quicker.

Requests for arbitration services, advice, draft arbitration clauses, or particulars of the Court should be addressed to:

The Registrar, (CA3), London Court of Arbitration, 69 Cannon Street, London EC4N 5AB. Telephone: 01-248 4444 Telex: 888941

'The immense achievement of the Concorde programme'

—Mr. Corfield

MR. Frederick Corfield, Minister for Aerospace, paid tribute on December 9 to 'the immense achievement of the Concorde programme' when he addressed the Royal Aeronautical Society in London. 'That it has been done as the first major collaborative project in the world makes the achievement greater', he said.

After more than a decade of technological endeavour, 'Concorde today exists. Production is under way. With the essential flight trials to prove its performance now nearing completion, the manufacturers will be giving the airlines the specification of an aircraft which will offer them an attractive means of bringing a new dimension of travel to the public. From the small research and design teams engaged on the aerodynamic problems in the early days, Concorde is now a major project employing some 26,000 people in this country alone and a similar number in France. Owing to careful and successful basic research work the configuration of the aircraft is sound, and the new shape in the sky will, we hope, become a reality on the air routes of the world.

'Many people have been somewhat disappointed that we have not appeared to publicise our participation in this project as much as they would like us to have done. There have of course been many reasons for this situation, not least of which has been the overriding importance of completing the flight test programme. With only one prototype Concorde in the United Kingdom, we have taken the view that the first priority was to press ahead with the development programme as quickly as possible.

'Next week will see the maiden flight of the first pre-production Concorde, 01, with the result that throughout 1972 we shall have two United Kingdom Concordes. This has enabled us to plan a considerable increase in the opportunities for the public at large to see Concorde for themselves.

'This will involve not only presentations in Britain but also several visits overseas to international air shows and a number of tours to major potential markets for Concorde.

'Let there be no mistake about this; Concorde is a major technical achievement of which the British industry can be justly proud. We do not intend that this should be forgotten in 1972.'

'Significant progress' at Paris talks

ARRIVING back in London on December 7 after his talks on Concorde in Paris, Mr. Frederick Corfield, Minister for Aerospace, said:

'This was a meeting of considerable significance. Our agreement on the principles governing the selling price means that we have moved on to a new stage. The manufacturers will now have the authority they need, based on their own proposals, to go out and sell.

'We are determined to make a success of this programme and today's meeting marks a very important further step towards that goal.'

Communique

The following communique was issued after the talks:

Monsieur Jean Chamant, French Minister of Transport, and Mr. Frederick Corfield, British Minister of Aerospace, met in Paris on December 7, 1971, for one of their periodic reviews of the Concorde programme.

They noted with satisfaction the progress on development and production which will now enable the manufacturers to begin discussions with the airlines, opening the way to the conclusion o firm sales contracts.

The two Ministers decided to meet again during the early months of 1972 for a further review of the situation.

Ministerial flights in Concorde

MR. John Davies, Secretary of State for Trade and Industry, accompanied by Mr. Frederick Corfield, Minister for Aerospace, visited the Filton, Bristol, factory of the British Aircraft Corporation, builders of the Concorde supersonic airliner, on December 10.

Earlier in the day, Mr. Davies, together with Lord Carrington, Secretary of State for Defence, and Sir Antony Part, Permanent Secretary, Department of Trade and Industry, flew in Concorde 002 from RAF Fairford. Mrs. Davies and Lady Carrington were also on the flight, part of which was at twice the speed of sound.

MPs for Concorde flight

MR. Frederick Corfield, Minister for Aerospace, invited six Members of Parliament, with constituencies in Bristol and the South-West, to fly in Concorde 002 on a test flight from RAF Fairford on December 14, 1971.

They are Mr. Robert Adley, Mr. Michael Cocks, Mr. Robert Cooke, Mr. Martin Maclaren, Mr. Neil Marten, and Mr. Arthur Palmer.

New air navigation beacon on Wisley aerodrome

THE Department of Trade and Industry brought into use on December 9 a new air navigational beacon sited on Wisley aerodrome, Surrey.

This more sophisticated beacon (VOR/DME) replaces that at Stoke d'Abernon as a reference point for aircraft inbound to Heathrow. It will serve as a point for holding aircraft from the south at heights above 6,000 ft. before they commence their approach to land. These aircraft are under reduced power and at these heights will not cause serious disturbance on the ground.

Wisley is one of four reference points for Heathrow; the others being at Biggin Hill to the east, Bovingdon to the north, and Ongar to the north-east.

The new beacon will also provide better guidance to aircraft departing from Heathrow for southern destinations when winds are easterly and aircraft take-off to the east. These aircraft have been the cause of disturbance in the Walton area and the new beacon will help to guide them more accurately on a slightly revised route via Bushy Park, the Island Barn Reservoir and the less heavily built up valley of the river Mole.

Background notes

Following the extension of controlled airspace of the London Terminal Area in April 1968 the key navigational beacon to the south of Heathrow was moved from a site near Epsom to a temporary site four miles to the south-west near Stoke d'Abernon whilst the search continued for a permanent site for a sophisticated VOR/DME navigational beacon.

A suitable site was found on Wisley aerodrome and the navigational aid has been brought into use after two years extensive consultation with local authorities and other interests concerned, including Surrey County Council and the Heathrow Consultative Committee.

A combined VOR/DME navigational aid provides a pilot with continuous navigation position fixing within the area of its coverage.

ECGD ADDRESSES

The Export Credits Guarantee Department's head office is at Aldermanbury House, Aldermanbury, London EC2P 2EL (Tel. 01-606 6699). ECGD has 20 local offices in various parts of the United Kingdom, and these are listed from time to time in *Trade and Industry*.

National Air Traffic Control Officer Cadets (No. 15 Terminal Course) who graduated recently from the College of Air Traffic Control Hurn, as Air Traffic Control Officers Grade IV.

THE WORK OF BSI

The British Standards Institution is the official standards organisation for this country and is very active in removing technical barriers to trade through international standards organisation such as ISO and IEC. BSI has several other functions. It runs certification and approvals schemes, among them granting licences to manufacturers to use the 'Kitemark' on products conforming to British Standards. It also undertakes testing work for outside bodies and, through the Technical Help to Exporters Scheme, provides information on overseas regulations affecting exports. BSI, 2 Park Street, London W1A 2BS.

No serious defects in Heathrow fire and rescue services says Working Party

No serious defects were discovered in the fire and rescue arrangements for Heathrow Airport by the Working Party set up to review the subject following the accident report on BOAC Boeing 707 G-AWRE, published in 1969.

The review by the Working Party, published on December 14 (Fire and Rescue Operations at Heathrow Airport—Report of the Working Party—CAP 356. Price £1.80 HMSO), includes detailed recommendations for improvements to the emergency services, of which all but three have by now been accepted and implemented as far as practicable. A number will need time, and in some cases international discussion, before action is fully complete.

The report also lists (in appendix 13) improvements carried out by the British Airports Authority at Heathrow after the accident, and put in hand before the Working Party started its studies.

Paragraphs 76 and 77 of the Working Party report say: 'At the time of our inquiry no serious defects were discovered in the fire and rescue arrangements at Heathrow. We were pleased to note, early on in our inquiry, the very close and effective liaison and willingness to co-operate which exists between the British Airports Authority Fire Service and the Constabulary, the local authority Fire Brigades, Ambulance Services and the Metropolitan Police, all of which have responsibilities at the airport. We came across several problems in the emergency arrangements to which solutions have either been suggested in our recommendations, or have already been effected or put in hand by the organisations concerned.'

The Department of Trade and Industry is to continue discussions with the Airports Authority over the remaining three recommendations of the report (nos. 8, 9 and 25) which deal with the question of an additional rescue tender and crew, and the problem of finding manpower to search for and guide survivors immediately following an accident

The Department is also assisting in a study of a mobile rescue device to aid evacuation of passengers from a crashed aircraft. The possible need for a new kind of ground rescue device is referred to in paragraph 69 which mentions evidence of an undesirably high rate of failure of in-built aircraft escape devices. Research is also being carried out into improved aircraft escape chutes.

Although the Working Party dealt exclusively with Heathrow, it believes its recommendations may be helpful to other airports, and that the formation of working parties at these airports would be useful in co-ordinating the emergency orders.

The Working Party, under the chairmanship of Mr. Denys Peel, Director Aerodromes (Technical) in the DTI, included representatives of the British Airports Authority, Metropolitan Police, Airline Operators' Committee, the London, Buckinghamshire and Surrey Fire Brigades, London and Surrey Ambulance Services, and the DTI.

Export Publicity for Industry

Publicity for British exporters can often be obtained through use of the facilities of the Central Office of Information, who are concerned with collecting from Industry items suitable for dissemination overseas by way of Government information services. The COI are interested in news items, feature article material, photographs, tape recordings for radio, films for television and other screening. Contact should be made with the nearest Regional Office covering your area.

NORTHERN: Mr. A. A. McLoughlin, Wellbar House, Gallowgate, Newcastle upon Tyne, NE1 4TB (0632 27575—Telex 53277).

EAST & WEST RIDINGS: Mr. D. de M. Guilfoyle, OBE, City House, Leeds, LS1 4JG (0532 38232—Telex EconPlan 55472—message to be prefixed for COI).

NORTH MIDLAND: Mr. T. Cooban, Cranbrook House, Cranbrook Street, Nottingham, NG1 1EW (0602 46121—Telex 37572).

EASTERN: Mr. P. L. K. Schwabe, MVO, Block A, Government Buildings, Brooklands Avenue, Cambridge, CB2 2DF (0223 58911—Telex 81187).

LONDON & SOUTH EASTERN: Mr. E. A. Hunt, St. Christopher House Annexe, Sumner Street, London, S.E.1 (01-928 2371—Telex 915444).

SOUTHERN: Mr. P. T. Ede, Market Place House, Reading, RG1 2EH (0734 581261—Telex 84216).

SOUTH WESTERN: Mr. W. J. D. Irving, MVO, The Pithay, Bristol, BS1 2NF (0272 21071—Telex 44203).

MIDLAND: Mr. D. C. Boyd, Five Ways House, Islington Row, Birmingham 15 (021 643 8191—Telex 33376).

NORTH WESTERN: Mr. H. V. Tillotson, Sunley Buildings, Piccadilly Plaza, Manchester, M1 4BD (061-832 9111—Telex 667830).

SCOTTISH OFFICE: Scottish Information Office, St. Andrew's House, Edinburgh, 1 (031-556 8501) District Office: 314 St. Vincent Street, Glasgow, C2 (041-221 5670—Telex 77583).

ULSTER OFFICE: Director of Information, Northern Ireland Information Service, Stormont Castle, Belfast, BT4 3ST (0232 63011).

WELSH OFFICE: Mr. Brian Evans, Director, Welsh Office Information Division, 42 Park Place, Cardiff, CF1 3PY (0222 28066—Telex 49327).

POINTS from PARLIAMENT

Supplementary questions and answers on the points in these pages are published in *Hansard*

Trade and industry

MONDAY, DECEMBER 6

Promotion of competition

In answer to a question on legislation for promoting competition in the economy, Mr. John Davies, Secretary of State for Trade and Industry, said 'I expect to introduce this legislation as soon as consultations and other preparations have been completed.'

British Steel Corporation

Sir John Eden, Minister for Industry was asked if, in view of the rising unemployment in the steel supply industries, the Secretary of State would announce before the Christmas Recess the result of the Government's review of the British Steel Corporation's plans begun early this year, Sir John replied 'The review is not now likely to be completed before the Christmas Recess but a statement will be made as soon as possible.'

Mr. Davies told a Member who asked what proposals for the expansion and development of the Scottish steel industry were contained in the long-term investment plans submitted to him by the British Steel Corporation, that the content of the investment programme was a matter between the British Steel Corporation and himself, but that his current Review of the Corporation's plans and prospects would take account of regional considerations.

Electricity supply

A Member who asked Sir John Eden if he was satisfied about the security of electricity supply nationally during the next six months; was told: 'I am advised by the Chairman of the Central Electricity Generating Board that unless abnormal weather conditions coincide with exceptional plant breakdowns, capacity should be sufficient to meet demands.'

Shipbuilding Industry Board

A statement on the extent and manner in which the Department of Trade and Industry would discharge functions performed by the Shipbuilding Industry Board, was requested. Sir John Eden said 'After the dissolution of the SIB, the home credit scheme will be administered by my Department, and a shipbuilder will no longer be required to confirm before a credit guarantee is given that he has undertaken or is undertaking a reorganisation.'

Oil and gas exploration

Answering a question on oil and natural gas exploration on land Sir John Eden said that 46 land licences had been granted since December 1, 1969, three to United Kingdom companies and 43 to the United Kingdom subsidiaries of overseas companies.

Asked to make a statement on the progress of exploration for oil in the North Sea so far this year, Sir John said 'Progress has been very encouraging and three significant oil discoveries have been confirmed this year in the UK Sector of the Continental Shelf. Twenty-four exploration wells have been or are being drilled in northern waters since January.'

Trade with USSR

A question on the total exports and imports, respectively, between Great Britain and the Union of Soviet Socialist Republics for 1969-70; and what steps were being taken to increase the total level of trade with the USSR during the next five years. Mr. Michael Noble, Minister for Trade, replied that in 1969 our imports from the USSR were £196.2 million and our exports £95.5 million. In 1970 the comparable figures were £210.5 million and £102.4 million. Expansion of this trade was largely a matter for British industry but full support was provided by the Department and by our Embassy in Moscow.

Trade with China

Mr. Noble, answering a question on the promotion of trade between the United Kingdom and the People's Republic of China said: 'In the past 12 months we have taken a number of measures to assist the development of trade in both directions. These have included direct encouragement and support for inward and outward missions to China; the reduction of administrative and quantitative restrictions on imports from China; the strengthening of our commercial representation in Peking; and a proposal to stage a British Exhibition in Peking. We have also continued to support the work of the Sino-British Trade Council who play a valuable role in this field.'

Dumping of aluminium

Answering a question on the dumping of fabricated aluminium in the United Kingdom, Mr. Noble said 'We are always ready to consider an application by a British industry for anti-dumping action supported by prima facie evidence that the imports are dumped and are causing or threatening material injury.'

Bankruptcy

Sir John Eden, answering a question on bankruptcy in 1971, said that the number of Receiving Orders and Orders of Administration made in England and Wales from January to October 1971 was 3,822 and the number of compulsory and creditors' voluntary liquidations of companies in the same period was 2,868.

Research on integrated circuits

A Member asked what additional financial assistance would be made available to British firms engaged in research on integrated circuits. Mr. Frederick Corfield, Minister for Aerospace, answered 'I do not think that financial assistance by the Government is necessarily the solution to all the complex problems involved. However I have had discussions with some of the firms concerned and am willing to consider any proposals they may wish to make for support for projects related to the application of integrated circuits.

Coal Mining (Subsidence) Act

Mr. Nicholas Ridley, Parliamentary Under-Secretary of State for Industry was asked if powers would be sought to provide persons seeking compensation under the Coal Mining (Subsidence) Act 1957 with independent professional advice. He answered: 'I see no reason to interfere with present arrangements, which enable most cases to be settled by mutual agreement and provide independent professional advice at the cost of the National Coal Board where this is necessary to reach a settlement and the claimant establishes that he has a good case.'

Redundancy scheme for mining industry

A question on plans to improve the over-55's redundancy scheme applying to the mining industry was answered by Sir John Eden, who said that he had consulted both sides of the industry and would shortly be introducing a Statutory Instrument embodying his proposals for changes in the scheme that would apply to men becoming redundant between March 1972 and March 1974.

Dollar Land Holdings

A Member stated that the report and accounts of the Dollar Land Holdings Limited for 1969 were not circulated to shareholders until November 23, 1971 and that this was contrary to the Companies Act and asked the Secretary of State what action he intended taking; and whether he would ensure publication of the 1970 accounts. Mr. J. Davies replied: 'Yes, Sir, but I do not consider that it would be desirable to prosecute the company now that the accounts for 1969 have been circulated and a date fixed for a general meeting. The company is not in default with its accounts for 1970.'

Steel pipes

Sir John Eden, replying to a Member who asked if a directive would be issued to the British Steel Corporation to manufacture steel pipes to the required technical specifications for use in the carrying of North Sea oil to the mainland, said 'No; this is a matter for the Corporation who, I understand, are discussing specifications and associated matters with a number of the oil companies concerned.'

Asked what quantity of steel pipes for oil pipelines had been imported into the United Kingdom from Japan in the past 12 months, Sir John Eden said that pipes for oil pipe-lines were not separately distinguished in the trade statistics; but it was understood that in the past 12 months there had been little or no imports of such pipes from Japan.

Select Committee on Science and Technology

Mr. Corfield was asked whether he accepted the recommendation of the Select Committee on Science and Technology that a Computer Research and Development Board be established, and that greater emphasis should be placed on direct support for the computer industry by way of grants and development contracts. He replied that the recommendations of the Select Committee were being carefully considered but the Government was not yet in a position to publish its reactions.

EEC membership

Sir John Eden was asked to give an assurance that on Great Britain's entry into the European Economic Community British manufacturers would be able to mark their produce as made in Great Britain or British made; and whether imported goods of all kinds, including textiles and pottery, would have to carry the country of origin label, including such imports from the countries of the ECC as well as the Commonwealth countries. He answered: 'I see no reason why British manufacturers should not be able so to mark their goods. Whether imports will re-

(*continued on next page*)

POINTS FROM PARLIAMENT

continued

quire origin markings will depend upon the UK regulations then in force.'

Several questions concerned the rates of growth over the last five years, by value of sales and by growth of capital, of the motor car, the aircraft, machine tool, and shipbuilding industries of the United Kingdom and of the EEC countries. Sir John Eden gave the following replies:

'Motor car industry—Information about the growth by value of sales or by capital is not available on a comparable basis.

'The annual rate of growth in the number of passenger cars produced between 1966 and 1970 was 0.5 per cent in the United Kingdom and 6 per cent for the EEC countries.

'Aerospace industry—Between 1965 and 1970 the aerospace industry of the United Kingdom increased sales by 13 per cent at current prices. Comparable information is not available for the EEC but available information suggests a growth rate of about 45 per cent. Information on the growth of capital is not available.

'Machine tools—Between 1965 and 1969 (the last year for which comparable information is available) the value of machine tools produced in the EEC increased by an average of 12 per cent per annum on current prices compared with 5½ per cent in the United Kingdom. There are no figures available for capital.

'Shipbuilding—Information on value of sales and on capital growth is not available on a comparable basis.

'The average annual growth rates of output for the United Kingdom and the EEC countries between 1967 and 1970, based on completions of merchant vessels by compensated tonnage, are −1 per cent and +14 per cent respectively.'

In reply to a Member who said that the EEC were preparing a proposal for a directive to harmonise hire-purchase legislation in the countries of the Six, and asked whether, as a means of assisting in the consultations which he would have on these proposals, he would now discuss the subject with the finance house corporations and other hire-purchase organisations to ensure their views were known before accepting any directive from the EEC on this subject, Sir John Eden said 'When any proposal for a directive is received I will certainly wish to consult those interests which I consider likely to be substantially affected by its provisions.'

Mr. Noble was asked to what extent Great Britain's entry into the EEC on present known terms would adversely affect British trade with Israel; and to what extent exports of oranges and grapefruits and other items would be liable to a restrictive tariff or otherwise prevented from being freely admitted into Great Britain. He said that it was not possible to say how our trade with any one country would be affected by our entry into the EEC. In the case of Israel we should become parties on accession to the EEC/Israel preferential trade agreement, and negotiations for the adaptation of this agreement to take account of enlargement had not yet taken place.

Several questions were put on the engineering industry, its economics and the likely effects upon this industry of the United Kingdom's entry into the EEC. Sir John Eden answered, 'My officials closely monitor the economic behaviour of the engineering industry, and carry out studies in greater depth as required. They have already made available to the industry analyses of possible effects of EEC entry.'

Origin marking on wool textiles

Questions were put to the Secretary of State on his initiatives to restore origin marking on wool textile products, and his consideration of the application by the wool textile industry for origin marking orders under Section 8 of the Trade Descriptions Act 1968. Mr. Davies said, 'As a first step, my hon. Friend has discussed with representatives of the Wool Textile Delegation the possible need for stronger general safeguards against the consumer being misled into believing that imported goods are British.'

Imports of footwear

Answering a question about the importation of shoes and other footwear from undeveloped countries, Mr. Noble said, 'In an Order laid before the House on November 26, footwear and virtually all other industrial goods other than most textiles are to be admitted free of duty from the developing countries listed as from January 1, 1972.'

US import surcharge

Mr. Noble, when asked if he had received a reply from the United States Government to his memoranda on the subject of the proposed discriminatory tax credits for the purchase of machinery of United States manufacture, said, 'I have received an interim reply which states that our representations have been brought to the attention both of the US Administration and of the Congress. I await a substantive reply.'

Mr. Noble was also asked what would be the total disadvantage in sterling terms that a piece of British capital equipment costing £1,000 would have to bear which was sold to the USA, after taking into account the import surcharge, the investment tax credit and the revaluation of sterling, since August 15 of this year. He said that there were different ways of calculating the true cost of an industrial asset and various tax options were open to an American purchaser. But on a fair calculation, the factors referred to make the net cost of the British equipment over £160 more than the net cost of the alternative American equipment. This gave the latter a price preference of over 25 per cent.

Social consequencies of automation

Mr. Corfield was asked to recommend the appointment of a Royal Commission to examine and report on the social consequences of automation and allied technological advances. He replied: 'Not at the present time. My Department maintains constant liaison with industry and with other departments having responsibilities in the social and employment fields; if at some time in the future there were indications from these sources of severe adverse social changes resulting from such advances, further consideration would be given to the possibility of an inquiry in depth.'

Consumer protection

A Member asked Mr. Davies to include in the proposed Bill extending consumer protection, provisions standardising the weights of packaged goods, especially foodstuffs and toilet requisites. 'I already have powers, under the Weights and Measures Act 1963, to require prepackaged goods to be sold in standardised prescribed quantities,' Mr. Davies replied. 'A wide range of foodstuffs has to be sold in this way, and I can extend the control to cover other foodstuffs, or other goods such as toilet requisites, if it should seem to me to be desirable and practicable to do so.'

Rolls-Royce Ltd.

Mr. Corfield answered a question on negotiations with the Receiver and Liquidator of Rolls-Royce Ltd. He said, 'I cannot forecast when negotiations about the price payable for the assets acquired by Rolls-Royce (1971) Ltd. will be completed. Until this price is determined it is not possible to say how it will affect the dividend prospects of the unsecured creditors of Rolls-Royce Ltd.'

Industrial Reorganisation Corporation

Mr. Davies was asked to make a statement on the sales of Industrial Reorganisation Corporation holdings in joint stock companies. He said: 'The statement made on November 15 showed the shareholdings remaining in the portfolio on November 1, 1971. Since then the IRC shareholding in the Laird Group has been sold to Securities Agencies Ltd. acting on behalf of the Prudential Assurance Co. Ltd. and their own group of trusts.'

Estate agents

A Member asked how many reports the DTI had received of scale of fees agreements between estate agents since the Restrictions of Agreements (Estate Agents) Order came into force; and what action had been taken to ensure that this Order was being enforced. Sir John Eden said he had received no such reports, but he was inquiring into recent allegations in the Press that scale of fees agreements were still operating.

Imports of clothing from Hong Kong

Mr. Noble told a Member who asked what was the value of imports of clothing, fabrics and made-ups from Hong Kong in the period from January to September this year, compared with the same period last year, '£73 million compared with £48 million'.

Monopolies Commission

Mr. Davies was asked if he would refer to the Monopolies Commission, for inquiry and report, the recent developments in the management of the Trust Houses-Fortes Hotels group, following the merger of the interests involved, particularly to consider whether the merger had led, or was likely to lead, to a more efficient conduct and expansion of the group's hotels; and whether a take-over by another company would be in the public interest. He answered: 'I have no powers to make a reference of the kind suggested. All merger proposals appearing to fall within the scope of the Monopolies and Mergers Act 1965 are carefully examined.'

Public sector industrial projects

A Member asked what public sector industrial projects had been approved since the Government's decision to encourage expenditure and investment in the publicly-owned industries. Mr. Davies answered that negotiations for the placing of the Ince power station order had started, and plans were being made for starting quickly the other nationalised industry work mentioned by the Chancellor of the Exchequer on November 23.

Industry in Scotland

Mr. Davies was asked what representations he had received from the Scottish Trades Union Congress and other organisations offering suggestions designed to promote the expansion of industry in Scotland; and what reply he had sent. He said: 'I have had proposals relating to most aspects of our measures to promote the development of industry in Scotland, and I have undertaken to consider them carefully.'

Mr. Davies also said in reply to another question that he had paid two official visits to Scotland since last January, and proposed to make another soon.

Sir John Eden answered an inquiry about the number of men and women at present employed in Government-built advance factories in Scotland; how many such factories remained unoccupied; and if the Government now intended to build additional advance factories in Scotland. He said that 57,000 men and 33,000 women were

employed in factories owned by the Department in Scotland. Fifty-four empty factories owned by the Department were available for immediate letting and a further seven were under construction. In addition a further four advance factories had been authorised on which work had not yet started and others would be added under the SDA programme as circumstances required. The possibility of yet further authorisation was kept under review.

Special assistance for development areas

Mr. Anthony Grant, Parliamentary Under-Secretary of State for Trade, was asked how much was expended in each of the last three years in providing the special assistance allowed for development and for intermediate areas. He replied that, on the assumption that the question was concerned with expenditure under the Local Employment Acts, the figures are as follows:

	£ million		
	1968-69	1969-70	1970-71
Development Areas	50.7	58.5	59.7 (provisional)
Intermediate Areas	—	—	1.1 (provisional)

Mr. Grant was also asked what was the total expenditure each year incurred in providing the special assistance allowed for each intermediate area in England and Wales, and the total number of jobs created in each area at the latest available date. He said that information on expenditure was not readily available in this form, but since April 1, 1969 the value of assistance approved under the Local Employment Acts in intermediate areas in England and Wales, and estimates of the associated employment, had been as follows:

	1969-70	
	Assistance approved	Est. employment
England	£964,833	821
Wales	—	—
	1970-71	
	Assistance approved	Est. employment
England	£2,947,493	8,879
Wales	£527,105	1,009
	April 1—October 31, 1971	
	Assistance approved	Est. employment
England	£2,440,653	7,555
Wales	£206,004	334

Mr. Davies answered a question on plans for providing similar aids to existing industry in the development and special development areas wishing to expand as that which was available for incoming industry to those regions. He said: 'I am willing to consider any relevant evidence, but there are very real difficulties about the proposal and reliable estimates of its effects are not available.'

Industrial development

Sir John Eden answered questions on industrial development in Wales, the West Midlands, Merseyside, Rochdale, the Leigh, Atherton and Tyldesley districts, the Wigan area and Hare Law, Stanley, Co. Durham.

TUESDAY, DECEMBER 7

Imports of beer

Answering questions on the total import of beer and the total import of German beer into Great Britain, in monetary terms, in each of the past five years, Mr. Grant said that information was given in the Annual Statement of Trade, Volume II for each of the years 1966 to 1969 and Volume I for 1970; and in Table III of the Overseas Trade Statistics for October 1971. Imports of beer from Eastern Germany were nil or negligible.

Accident at Cynheidre Colliery

Sir John Eden told a Member inquiring about the report of the accident at Cynheidre Colliery in April of this year, 'The report is published today as Cmnd. Paper No. 4804. Its recommendations are being studied.'

WEDNESDAY, DECEMBER 8

Monopolies Commission

A Member asked if the proposed merger between Beechams and Glaxo would be referred to the Monopolies Commission. Mr. Ridley answered that any decision on the question of a reference to the Monopolies Commission would be announced as quickly as possible.

Dumping of prefabricated aluminium

Mr. Grant was asked if investigations had been carried out recently by his department into allegations of dumping of prefabricated aluminium; and with what results. He replied: "In June this year we completed an anti-dumping investigation concerning imports of certain aluminium semi-manufactures from Austria, Belgium, Italy, Norway and Sweden. We found that these imports were not being dumped at the time of our investigations in early 1971. We made it clear, however, that it would be open to the British industry to make a further application if at any time they had reason to believe that dumping was taking place.'

Gas explosion at Westoning

A request was made for a statement on the gas explosion at No. 2 High Street, Westoning, Bedfordshire, on Tuesday, November 23, 1971, and on the extent of danger from leakage of natural gas in general. Mr. Ridley answered: 'While I much regret the explosion to which my Hon. Friend refers, I have no special statement to make about it. The conclusion that was reached by Professor Morton in his Inquiry into the safety of natural gas was that the preparation of the distribution system for conversion to natural gas should lead to reduced danger of gas leakage. I believe this opinion still holds true.'

THURSDAY, DECEMBER 9

European patent convention

Answering a question on the present prospects for a European patent Mr. Ridley said: 'A European Patent Convention now being negotiated in Luxembourg by 20 European countries including the United Kingdom, is expected to be adopted at a Diplomatic Conference in the autumn of 1973. It will provide for a European Patent Office, the location of which is not yet decided, granting patents which become the equivalent of national patents in each member country. We will continue to be closely concerned with this work and expect a successful conclusion. EEC States, including the United Kingdom on entry, are also expected to adopt a Second Convention which makes the European patent for them, an indivisible Community patent carrying uniform rights over the whole Common Market.'

National Research Development Corporation

Mr. David Price, Parliamentary Under-Secretary of State for Aerospace, was asked to enumerate and identify projects the National Research and Development Corporation has successfully launched as commercial enterprises and/or for commercial development in the last five years, and the cost to the state for research and development therewith. He said: 'Information on the activities of the National Research and Development Corporation in the development and exploitation of inventions, and on the level of the Department's advances, are given in the Corporation's Annual Reports and Accounts, copies of which are available in the Library. Owing to problems of definition and of commercial security it is not practicable to list the many individual projects with which the Corporation has been associated in terms of commercial success.

FRIDAY, DECEMBER 10

Steel marketing in EEC

A Member asked for a list of the Community regulations and directives applying to the marketing of steel. Mr. Ridley gave the following list of Community decisions:

Decision 30/53/ECSC of 2.5.53;
amended by 1/54/ECSC of 7.1.54
19/63/ECSC of 11.12.63

Decision 31/53/ECSC of 2.5.53;
amended by 32/53 of 20.5.53
2/54 of 7.1.54
32/56 of 21.11.56
20/63 of 11.12.63

Decision 37/54/ECSC of 29.7.54;
amended by 33/58 of 1.12.58
21/63 of 11.12.63

Decision 1/64/ECSC of 15.1.64;
extended to 31.12.71 by 4/71
of 23.12.70

Decision 33/56/ECSC of 21.11.56;
amended by 2/62 of 8.3.62

Decision 23/63/ECSC of 11.12.63

Decision 24/63/ECSC of 11.12.63;
extended sine die by
18/64/ECSC of 9.12.64

Decision 21/66/ECSC of 16.11.66;
amended by 9/67/ECSC of 1.6.67

International Life Insurance Company

Mr. Ridley was asked to make a statement on the Secretary of State's action with regard to the assets and activities of the International Life Insurance Company, a subsidiary of International Overseas Services. He said: 'The International Life Insurance Company (UK) Ltd. has been required since July 1971, in exercise of powers under Section 80 of the Companies Act 1967, to maintain in the United Kingdom assets of equivalent value to the company's domestic liabilities and to place these assets or documents of title to them in the care of an approved custodian. Such assets or documents of title thereto may not be withdrawn from that custody without written the consent of my right hon. Friend and none have been so withdrawn.'

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Aviation and shipping

MONDAY, DECEMBER 6

The aerospace industry

Mr. Corfield was asked if he would cause a review to be made of the experience gained from the co-operation of United Kingdom and European firms engaged in aerospace design and manufacture; and if he would publish his conclusions and recommendations. He answered that the lessons learned from co-operative aerospace projects had been incorporated in the arrangements for later projects and he did not consider it necessary to make a special review. Mr. Corfield was then asked how soon he expected to make known the policies of Her Majesty's Government for the future of the aerospace industry. He said: 'Any major departure from present policy would of course be announced as it was made. The House is aware that an internal review is in progress and I have undertaken to consider making a statement when the results are to hand.' Mr. Corfield also said in answer to another question that he had received the Air League's pamphlet entitled 'The United Kingdom Aerospace Industry' published in October of this year.

Airships

A Member asked whether, in view of current developments in the construction of safe helium airships, consideration was being given to seeking to amend the Civil Aviation (Licensing) Act so that public service messages might be displayed from such aircraft on flights in the United Kingdom. Mr. Corfield answered: 'No, sir. The Civil Aviation (Aerial Advertising) Regulations 1961 already permit the use of airships for the emission or display of communications for life-saving, civil defence, military or police purposes.'

Blind flying instrumentation

Mr. Noble was asked if he was satisfied that the stand-by blind flying instrumentation of Viscount aircraft currently in British airline service was adequate for satisfactory let down procedures in Instrument Meteorological Conditions following total electric failure in the aircraft. He replied that total failure of all electrical services in Viscounts, as in many other aircraft, would leave insufficient instrumentation for a let-down in Instrument Meteorological Conditions but he was assured by the Air Registration Board that adequate emergency power supplies were provided to allow such a let-down should the aircraft's generated power be lost.

Civil airports

A Member asked if a general direction would be given to the Civil Aviation Authority to establish a national airports plan to ensure that a few airports would be intensively used, thereby reducing landing and handling charges. Mr. Noble answered: 'The Authority, whose chairman, I am glad to be able to say, will be my Rt. Hon. Friend the member for Kingston-upon-Thames, will formally start its work in April 1972. There is no power to give it general directions but Section 33(2) of the Civil Aviation Act 1971 imposes a duty on the Authority to make recommendations on the requirements for aerodromes in the United Kingdom.'

Mr. Noble was asked to list the civil airports now in use, whether owned by the Civil Airports Authority, or municipally owned, indicating the number of landings and take-offs in each case, turnover, extent of subsidy, and operating profit or loss in each case. He gave the following information. Full information on airports owned by the British Airports Authority is provided in the Authority's Annual Report. No financial assistance was given to the Authority in 1970-71.

FINANCIAL YEAR 1970/71

	(1) Movements (landings & take-offs)	(2) Income* £	(3) Profit/(loss)* £	(4) Financial assistance† £
Birmingham	48,755	485,136	(303,805)	207,014
Blackpool	59,952	95,032	(56,196)	—
Bournemouth	52,906	305,142	(70,077)	115,859
Bristol	30,466	272,745	(58,326)	—
Coventry	35,375	108,587	(42,865)	—
East Midlands	36,131	285,250	(466,380)	—
Glamorgan	29,260	141,333	(427,024)	191,638
Glasgow	71,216	1,513,545	(78,135)	314,344
Gloucester/Cheltenham	45,564	98,166	10,117	—
Leeds/Bradford	38,317	226,053	(151,589)	—
Liverpool	55,442	365,760	(660,249)	164,517
Luton	55,079	1,462,644	310,841	—
Manchester	56,950	3,133,353	467,772	89,022
Newcastle	23,650	412,571	(359,226)	—
Portsmouth	24,264	28,279	(9,404)	—
Southend	56,094	441,762	33,119	—
Swansea	14,052	24,566	(69,588)	—
Tees-side	27,501	204,555	(167,540)	—

* The income and profit or loss figures are those supplied by the individual local authorities.

† Financial assistance refers to Government financial assistance. Apart from a capital payment of £16,798 to Birmingham Corporation, figures in this column represent the trading loss incurred by the Department in providing the aerodrome navigation services at the six airports in question. This activity is not reflected in Columns 2 and 3.

Smoke suppressors on aircraft

Asked what steps he was taking to encourage the fitting of engine smoke suppressors to aircraft using British airports, Mr. Corfield said: 'I am advised that the most satisfactory way of reducing smoke emission from jet aircraft engines is by changes in the design of the combustion system and the Government is funding research and development work to this end.'

A 300B and Lockheed 1011 aircraft

Asked about Government policy in relation to the investment decision of British European Airways as between the A 300B and the Lockheed 1011 aircraft, and as to its timing, Mr. Noble said: 'We propose to wait for the views of BEA and the British Airways Board.'

Aircraft noise

Mr. Noble was asked whether he would consider taking steps to grade landing fees at airports under the British Airports Authority to discourage noisy aircraft and encourage quieter ones. He replied that all measures which could significantly reduce the problem of aircraft noise were under constant consideration by the Department. At the present time in view of the international nature of the problem and its repercussions he could not recommend this as a solution.

Mr. Corfield answered questions on aero-engine noise. He said that the Government was spending about £1 million a year on engine noise research; it was supporting the development of quieter engines such as the RB211; and it was giving high priority to Concorde noise suppression.

Night flights

Referring to the banning of night flights out of Heathrow, a Member asked what alternative arrangements were being made to safeguard and ensure continuity and expansion of American exports carried by air. Mr. Noble answered that there was no need for any special measures. Ample capacity existed for the carriage of freight to the United States from Heathrow both by passenger and all-cargo aircraft. In so far as some part of the freight traffic had hitherto left Heathrow between 11.30 p.m. and 6 a.m. in the summer months the re-scheduling of flights would result in part being carried a little earlier and part a little later.

Mr. Noble was also asked what estimate he had made of the effects of his decision to ban night jet take-offs from London Heathrow Airport in the summer season of 1972 upon the number of landings. Mr. Noble said: 'I expect the ban on take-offs to reduce significantly the aggregate of 3,500 summer night arrivals and departures hitherto permitted. The precise extent of the deterrent effect on landings by most airlines will not emerge until they have completed the extensive re-scheduling which they must now make.'

In answer to a further question, Mr. Noble said: 'When I announced the ban at Heathrow I said that limits on night movements at Gatwick next summer had already been announced. I also declared my intention to consider more stringent limitation on summer nights movements in subsequent years and I assure my hon. Friend that I will do so.'

A Member asked Mr. Noble whether he was satisfied with the programme of night flying at Luton Airport for 1972. Mr. Noble answered that the proposed programme for 1972 would be finally determined by Luton Corporation after considering the views of the Airport Consultative Committee. He had already announced his intention to consider more stringent restrictions at Gatwick, Luton and Manchester on and from the summer of 1973.

THURSDAY, DECEMBER 9

Chamber of shipping

Mr. Grant was asked to make a statement on the code of conference practice announced by the Chamber of Shipping on November 9. He said: 'Last February a meeting took place in Tokyo of Ministers responsible for shipping in the United Kingdom, 10 other countries of Western Europe, and Japan. The Ministers agreed to invite the shipowners of these countries to draw up a code of conference practice, based on certain recommendations set out in the invitation, and broadly similar in concept to the code advocated in the Report of the Rochdale Committee of Inquiry into Shipping. Our aim was to promote the adoption by international shipping conferences of a published scheme of self-regulation which would incorporate certain essential principles of fair practice, and would call for the fullest consultation between conference lines and their customers on all matters of mutual concern.

'The announcement by the Chamber of Shipping marks the completion of this code by the shipowners of the countries concerned on consultation with European organisations of shippers whose seaborne trade they carry. British shipowners and shippers have played a leading part in this work. The Government, in conjunction with the other governments concerned (who now number 12), have accepted this code as fulfilling the Tokyo invitation, and have asked shipowners to work for its adoption and detailed application in the international conferences serving the seaborne trades of the 13 countries.

'The Government welcome the formulation of this Code in agreement with European shippers as an important, necessary and constructive step forward in the development of improved self-regulation for shipping conferences on internationally acceptable lines, and in the establishment of a closer relationship between conferences and their customers. The Government intend to keep a close watch on further progress including the adoption and operation of the code by the conferences. And in the longer term we hope that a code of this kind may gain world-wide acceptance.'

NEW BOOKS

Economies of Scale in Manufacturing Industry, by C. F. Pratten (364 pages. Cambridge University Press. £3.40. ISBN 0 521 09669 3). A study of economies of scale in manufacturing industries has been in progress at the Cambridge University Department of Applied Economics for several years. The purpose of the project was to provide additional empirical backing for theoretical discussions of economies of scale by making detailed assessments of the overall economies of scale for selected industries, and to provide information which would throw some light on the results of government policies, for example in respect of the regulation of monopolies, tax concessions to small firms, mergers, and industrial location. A progress report, *The Economies of Large-scale Production in British Industry*, by C. F. Pratten and R. M. Dean was published in 1965, and included studies of the book-printing, footwear, oil refining and steel industries. The volume under notice is the final report, which appears as number 28 in the series of University of Cambridge Department of Applied Economics Occasional Papers. 25 industries are now covered, which have been selected, in order to include all the important types of industry from a technical point of view—the four industries featured in the progress report are given summary treatment only here, with additional data not available at the time the earlier report was prepared. As well as the industry studies the report has sections which discuss the meaning of economies of scale and growth and the problems of measuring them, summarise the industry studies, and review the effects of scale which are common to many industries but are not readily measurable by the methods used in the project. The industry studies are based mainly on information obtained from companies during interviews. The estimates of economies of scale are based therefore mainly on the experience and judgment of people with expert knowledge of the industries concerned. Previous studies in this field have been based on analysis of data from company accounts and censuses of production, which are shown in appendices not to be satisfactory sources for estimating economies of scale. Another appendix contains comparative data on the structure of manufacturing industry in the United Kingdom and various other countries. The contents of this report—information on the relationships between scale and costs, evidence of substantial economies of scale in many industries, guidance on the structure and cost relationships of a wide range of UK industries—will be of interest to industrialists and their advisers, to those concerned with economic policy and the growth of the UK economy, and to students of economics and business studies.

Consumer Theory, by H. A. John Green. *Penguin Modern Economics* (344 pages. Penguin Books. £1.25. ISBN 0 1408 0261 4). In this book the author, who is Professor of Economics at Toronto University, presents a comprehensive study of the economic aspects of consumer behaviour. The arguments extend far beyond the traditional concern of the theory of consumer behaviour in price theory textbooks. An analysis of the consumer's fundamental decision to buy a specific 'bundle' of consumption goods is provided in parts one and two. Part three examines important methodological problems involved in applying the analysis of the initial chapters, including the 'goods characteristics' approach to consumer theory. Part four applies the discussion of the first three parts to the planning of consumption over time. The form in which the consumer holds his wealth, given uncertainty, is the theme of part five, whilst part six evaluates the effects of price mechanisms on consumers. The author, apart from stressing the major analytical issues in this field, also studies the real problems facing consumers. Although written primarily for economists, the volume will also be of use to market researchers and others in the business world who wish to inform themselves about the latest contributions of modern economics to consumer studies. A useful feature of the book is the notes on the relevant literature at the end of each part.

Pricing in Business, by D. C. Hague (336 pages. Allen and Unwin. £5.50. ISBN 0 04 658040 9) reports on the first detailed study of pricing decisions ever made in the UK. The research described in this volume was mainly carried out between 1964 and 1968 in a number of member firms of the Centre for Business Research, which is linked to Manchester University. Based on case studies, it shows precisely how 13 pricing decisions were taken. In doing so, it reveals the objectives pursued by these firms and how conflicts between these objectives were resolved. The author considers the implications of what is revealed about objectives for the economist's traditional assumption that firms attempt to maximise profit. He also suggests how businesses should resolve the problems which arise in determining objectives. There follows a detailed study of the information used by the 13 firms in setting prices, including market research and cost information. Possible deficiencies in firm's information systems are identified, particularly the need to provide information concerning the costs which are relevant to each pricing decision, and to take account of the dynamic factors affecting both market demand and cost. In addition to describing in detail how firms can improve pricing procedures, the book contains a pricing check list which can be used by those who fix prices. Also included is a list of questions which should be asked by all those wishing to improve their pricing procedures. The book is essential for all businessmen who wish to learn how other firms set prices, and how to improve their own pricing procedure. It will also provide invaluable new material for economists and others interested in pricing mechanisms, procedures and objectives.

The Japanese Marketing System: Adaptations and Innovations, by M. Y. Yosino (340 pages. The MIT Press. £5.85. ISBN 0 262 24012 2). Much past research into marketing has focused on marketing systems in developing economies or in the United States. Little is known about marketing systems in other developed or highly industrialised economies, yet the interacting relationship between marketing and its environment is more complex and the functions of the marketing system become more critical to the entire society as the society reaches an advanced stage of economic development. The research upon which this book is based was designed to examine three major issues. Firstly, the impact upon Japan's marketing system of her entry into a highly industrialised and mass-consumption-oriented society; secondly, whether the emerging system shows signs of convergence to a common pattern, or whether it follows a unique pattern of development; thirdly, the impact on the rest of society of changes in the marketing system. Having provided in an introductory chapter the essential historical and descriptive background to the present marketing system, the author examines the emergence of a mass consumer market in postwar Japan, and changes in the marketing orientation of Japan's large manufacturers of consumer goods, who are now

(*continued on next page*)

British Labour Statistics: Historical Abstract 1886-1968

This unique standard work of reference brings together all the main series of official statistics compiled by the Department of Employment and its predecessors since 1886, plus some for even earlier years.
It contains 389 pages of tables and 50 pages of text and the subjects covered are wage rates, earnings, hours of work, retail prices, employment, unemployment, vacancies, family expenditure, industrial accidents, and disputes, membership of trade unions, labour costs and output per head. This will be a most valuable source-book for everyone concerned with the study and formulation of economic policies. £7 (by post £7.24)

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NEW BOOKS
continued

adapting their policies and their organisations to take advantage of the developing market. Subsequent chapters look at innovations in the distribution sector, such as the growth of the self-service concept and the development of shopping centres, and at how the traditional marketing institutions—small retail establishments, wholesalers, department stores and trading companies—are adapting to rapid environmental changes to assure their continued viability. The development of consumer financing, particularly in the form of hire purchase, during the postwar period, and the role the Japanese government has played in the modernisation of the country's marketing system are the remaining topics dealt with before, in the concluding chapter, the author summarises recent developments and problems, and discusses the theoretical relevance and implications of the Japanese case to interactions between marketing and environment. The author, who is an Associate Professor at the University of California Graduate School of Business Administration, Los Angeles, has assembled a great deal of statistical data from both primary and secondary sources which is presented in numerous tables in the text. Unfortunately, there is no list of these tables, and they are not specifically covered by the index. This volume, with its analysis of the Japanese business system focusing on the dynamics of its response to environmental changes, usefully complements the practical and descriptive emphasis provided by *Japan's Market and Foreign Business*, edited by Robert J. Ballon, which was reviewed in *Trade and Industry* on August 19, 1971, page 332.

A Handbook on Patents, by H. W. Grace. (193 pages. Charles Knight & Co. £3.00. SBN 85314 117 7). This is primarily a reference book on the basic principles and practice of patent laws for use by those who are involved with commissioning the filing and prosecution of patent applications at home and abroad, and with dealing in that class of industrial property. Interested parties in commerce and industry—such as directors of research, company secretaries and production managers—will find the book useful in deciding the right questions to put to patent agents in the course of consultations about protecting new inventions or techniques, and it will also help in the interpretations of the agent's answers. The first chapter describes the origins and functions of patents, their use and abuse, and discusses the question of safeguards. Chapter two describes the mechanics of patent application and acceptance—covering such topics as the applicant; documents, claims, time scales; examination; amendment after acceptance and the patent term and its extension. This is followed by an interesting chapter on patentability; that is, the basic requirements which must be present within an invention whereby it can be considered suitable for the granting of a patent. The author then outlines some foreign patent systems, the International Convention for the Protection of Industrial Property and other international treaties. This is followed by a chapter covering UK practice and problems. The remaining chapters contain some highly practical advice in connection with patents business (licences—their negotiation, and possible infringement), and on conflicting rights, safeguards and remedies. In conclusion, there are three appendices—the Banks Committee's proposals for changes in patent law, a synopsis of foreign patent law, and most usefully, an extended glossary of terms commonly encountered in dealing with patents. The book has been written with the UK law primarily in mind, although the most significant departures of law and practice of other countries have an appropriate mention. The references to foreign law are intended to assist the reader to understand and plan the protection of inventions on a global basis.

Government surplus sales

MINISTRY OF DEFENCE

January 6, 1972 Miscellaneous Stores

Location: Memorial Hall (entrance through Central Hall), High Street, Chatham

Auctioneers: Fuller Horsey Sons & Cassell (Dept. L), 10 Lloyds Avenue, London EC3N 3BJ. (Tel: 01-709 0101)

3-ton and 10-ton rollers; 30 ft × 9 ft steel welded fuel tanks; 5 kVA generating sets; electrical equipment including, oscillators; oscillographs; power units; electric motors; voltmeters; test sets; signal generators, etc; tyres; machine tools; vehicle spares; many items of furniture including tables; dressing chests; various types of chairs; cabinets; cupboards; kitchen equipment; boots; shirts; jerseys; skirts; battle dress trousers and blouses and many items of other general stores.

January 12/13, 1972 Miscellaneous Stores

Location: Regional Depot RAOC, Hereford

Auctioneers: Russell Baldwin & Bright (Dept. L), 20 King Street, Hereford. (Tel: 0432 4366)

2-ton trucks; electronic valves; electronic and electrical spares; large quantities of spares for concrete mixers; refrigerators, heavy duty vehicles; clothing; textiles; furniture; charging sets and numerous other miscellaneous stores; machine tools including, lathes; grinding and milling machines; electric drills; electric sanders; portable electric saws, etc.

January 19/20, 1972 Miscellaneous Vehicles and Plant

Location: Ordnance Storage and Disposal Depot, Ruddington, Notts.

Auctioneers: Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham NG1 2GL. (Tel: 0602-54272)

Commercial vehicles including light and heavy trucks, tractors, forklifts, Leylands and Matadors, Dukws, Pantechnicon trailers with winch and air conditioning, various other trailers, cars, light vans and motor cycles.

Catalogues for the above sales are obtainable from the relevant auctioneers about two weeks prior to and up to the date of the sale, price 10p (Postal Order only).

Sale by Tender: Machine Tools

Horizontal Borer; bench drills; tool and cutter and universal grinders; capstan and centre lathes; universal miller; presses; shaping, sawing; sheetmetalworking and woodworking machines, etc.

Location: Gosport, Hants.

Permission to view on presentation of tender forms only, obtainable from:

Directorate of Sales Supply,
Sales Supply 6aiv,
First Avenue House,
High Holborn,
London WC1 6HE

Tender must be returned by 10 a.m. January 11, 1972.

UK BUSINESSMEN GOING OVERSEAS

British businessmen intending to travel overseas are urged in their own interests to make the earliest possible contact, before going abroad, with the Export Services Division of the Department of Trade and Industry (DTI) at either the Regional Office covering their area or Export House, 50 Ludgate Hill, London EC4M 7HU). The DTI in co-operation with Commercial Officers at Embassies, High Commissions and Consulates overseas, is in a position to provide advice when it is required, and to arrange for suitable introductions and contacts related to the purpose of their business. Apart from the businessman's name and his firm's, DTI needs to know the general purpose of the visit: details of his itinerary—places to be visited and dates as nearly as possible: names and addresses of local agents: type of contacts and introductions the businessman would like arranged in advance: and any other information considered helpful. This information should, where possible, be accompanied by appropriate trade literature.

STATISTICS

Index to statistics and organisational information published regularly in TRADE and INDUSTRY

A = annually; M = monthly; Q = quarterly; 6M = every six months.

All dates before October 21, 1970, refer to articles in the *Board of Trade Journal*.

Title	Last published
Air transport:	
Aircraft noise at Heathrow and Gatwick airports (Q)	Dec. 2, 1971
Air miss reports (A)	April 1, 1970
Mileage and traffic (A)	April 29, 1970
Trade by air (6M)	Oct. 21, 1971
Balance of payments:	
Civil aviation (Q)	Oct. 28, 1970
Trends in invisible transactions (Q)	This week
UK balance of payments (Q)	This week
Bankruptcy orders (Q)	May 5, 1971
Business names registered (A)	Jan. 27, 1971
Capital expenditure:	
Distributive and service trades (A)	April 28, 1971
Industry's capital expenditure (Q)	This week
Catering trades turnover (M)	This week
Chemicals industry (Q)	Nov. 25, 1971
Companies:	
Acquisitions and mergers (Q)	Nov. 18, 1971
New companies registered:	
Gt. Britain (M)	Nov. 25, 1971
N. Ireland (M)	Dec. 2, 1971
Computers:	
UK computer market (Q)	Oct. 21, 1971
Construction work overseas (A)	Oct. 7, 1971
Credit:	
Instalment credit business (M)	Nov. 11, 1971
International trade credit (A)	April 14, 1971
ECGD business (Q)	This week
Electronics capital equipment deliveries, research and development (Q)	Nov. 4, 1971
Engineering and electrical goods:	
Deliveries and orders (M)	Nov. 25, 1971
Film industry:	
British Film Fund Agency returns (M)	Nov. 18, 1971
Cinema admissions and takings (M)	Dec. 9, 1971
Overseas payments and earnings (A)	Aug. 5, 1971
Registration of films (A)	Feb. 24, 1971
Trends in film going (A)	Aug. 19, 1971
Food:	
Consumption levels (6M)	July 15, 1971
Household consumption (Q)	Oct. 14, 1971
Footwear industry production, orders and deliveries (M)	Dec. 2, 1971
Foreign trade:	
EFTA trade (Q)	Dec. 2, 1971
Industrial countries trade and production (Q)	Nov. 11, 1971
World exports of manufactures (A)	Sept. 30, 1970
Foreign trade of the UK:	
Direct exports (A)	April 14, 1971
Unit value and volume index nos. (M)	This week
Value of overseas trade (M)	Nov. 18, 1971
Value of overseas trade: analysis of trends (Q)	Nov. 4, 1971
Hairdressing trades turnover (M)	This week
Hire purchase business (M)	Dec. 9, 1971
Industrial building approved (Q)	Nov. 4, 1971
Industrial development certificates refused (A)	July 15, 1971
Industrial production:	
Index nos. (M)	Nov. 18, 1971
N. Ireland index (M)	Dec. 2, 1971
Wales index (Q)	Sept. 23, 1971
Insurance companies assets (A)	Aug. 12, 1971
Investment:	
Book values of overseas direct investments (every 3 years)	Sept. 23, 1970
Industry's investment intentions (3 times a year)	Oct. 14, 1971
Investment and earnings overseas (A)	April 7, 1971
Laundries and dry cleaners turnover (M)	This week
Machine tools deliveries and orders (Q)	This week
Man-made fibres:	
Analysis of production (Q)	Nov. 4, 1971
Deliveries (Q)	Nov. 4, 1971
Production (M)	This week
Volume of production (M)	This week
Motor industry:	
Car and commercial vehicle production (M)	Dec. 2, 1971
Motor trades turnover (M)	This week
Office development permits (Q)	Dec. 9, 1971
Partnerships registered (A)	Jan. 27, 1971
Pension funds: assets (A)	Aug. 26, 1971
Retail prices index (M)	Nov. 25, 1971
Retail trades:	
Index nos. (M)	Dec. 9, 1971
N. Ireland index (M)	Nov. 11, 1971
Royalty transactions (A)	Mar. 31, 1971
Shipping:	
Nationality of vessels in UK sea-borne trade (A)	Feb. 10, 1971
Steel consumption (Q)	This week
Stocks:	
Distributive and service trades (A)	April 28, 1971
Industry's stocks (Q)	This week
Retail (M)	This week
Television:	
Overseas payments and earnings (A)	Aug. 5, 1971
Textiles:	
Activity in the textiles industry (Q)	Nov. 11, 1971
Clothing and textile orders and deliveries (M)	Nov. 25, 1971
Cotton production (M)	Nov. 4, 1971
Hosiery production (M)	Nov. 25, 1971
Wholesale houses sales (M)	Nov. 18, 1971
Wool exports (Q)	Sept. 9, 1971
Wool output (M)	Nov. 4, 1971
Tourism:	
International tourism (A)	Oct. 28, 1971
UK tourist traffic (M)	This week
UK official reserves (M)	Dec. 9, 1971
Wholesale prices:	
Average prices of selected commodities (A)	Feb. 24, 1971
Index nos. (M)	Nov. 18, 1971

Dept. of Trade and Industry organisation, etc.

Subjects	Last published
British commercial representation overseas	Oct. 7, 1971
Business Monitor titles	Dec. 2, 1971
Customs notices of interest to exporters	This week
Directory of DTI (formerly BOT) departments and their work	April 8, 1970
DTI addresses (former BOT offices)	This week
DTI Regional Directors	Mar. 3, 1971
ECGD local offices	This week
Index Jan.-Mar. 1971	May 26, 1971
Official receivers offices	May 20, 1970
Programme of trade promotions	Oct. 21, 1971
Release dates of economic statistics	Nov. 25, 1971

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

SYMBOLS USED IN ALL STATISTICAL TABLES—

.. not available
– nil or less than half the final digit shown
› provisional
r revised
• five week period
Ø fifty-three week period

	Gross Domestic Product (Expenditure estimates)	Index of Industrial Production	Consumers' Income and Expenditure				Fixed Capital Expenditure					Increase in Stocks			
							Total	Selected Components				Total	Selected Components		
			Personal disposable income	Total consumers' expenditure		Retail sales		Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1963 prices		at current prices		at 1963 prices	at 1966 prices	at 1963 prices					at 1963 prices			
Base of index £m in base year	1963 26,973	1963	1963 21,763	1963 20,127	1963 20,127	1966 11 372	1963 4,912	1963 1,070	1963 994	1963 944	1963 1,752	Series in £ million			
1965	108	111.7	115	114	106	..	121	124	119	127	117	376	263	47	31
1966	111	113.2	122	121	108	100.0	124	128	115	128	125	254	143	25	17
1967	113	113.9	127	126	110	101.4	133	124	122	138	142	184	–37	13	22
1968	116	119.8	135	135	113	103.6	139	131	144	146	142	158	23	75	41
1969	118	122.9	144	143	113	103.0	138	140	148	131	131	346	232	26	27
1970	120	124.1	157	155	116	104.2	140	152	157	118	136	329	214	42	51
1969 3rd qtr	119	123.2	145	144	113	103.2	139	145	155	131	130	57	4	10	8
4th qtr	119	123.3	147	147	114	102.9	138	145	153	125	130	91	74	2	—
1970 1st qtr	117	123.8	149	149	114	103.3	134	145	146	114	132	–16	42	1	–32
2nd qtr	121	123.5	155	154	116	104.2	143	153	163	119	138	116	55	12	26
3rd qtr	120	124.3	160	158	117	104.6	141	154	156	120	134	117	44	7	13
4th qtr	122	124.6	163	160	117	104.7	143	157	165	119	139	112	72	23	44
1971 1st qtr	118	124.5	164	162	116	101.9	139	148	148	114	148	84	70	2	–62
2nd qtr	121	126.3	169	170	119	104.3	142	142	164	122	142	–67	–114	12	38
3rd qtr		126.4p				105.4		142 p	163 p				–51	–9	7
Apr		125.4				104.7									
May		126.0				104.9									
June		127.5				103.4									
Jul		126.0 p				105.0									
Aug		126.1 p				106.1									
Sept		127.1 p				105.2									
Oct						108.3									

	Orders	Prices and Costs					Labour			Trade (§)		Balance of Payments current balance
	Engineering and electrical goods† orders on hand (end period)	Retail prices Index		Wholesale price index: all manufacturing industry §§		Basic hourly wage rates (all industries and services)‡	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	Imports(‖)	Exports(¶)	
	at 1963 prices	Index‡	% increase on year earlier	Basic materials and fuel used‡	Manufactured products: home sales‡		Mid-month or monthly average		Quarter or quarterly average	at current prices		
Base of index £m in base year	Dec 1963	Jan 16,1962		1963	1963	Jan 31, 1956	Series in thousands			1963 4,362	1963 4,282	Series in £ million
1965	119	112.1	*4.8*	105.4	106.8	157.9	308	265	24,784	116	112	–52
1966	115	116.5	*3.9*	108.0	109.6	168.5	323	255	24,835	120	121	83
1967	106	119.4	*2.5*	107.5	110.9	175.3	512	174	24,476	130	120	–298
1968	106	125.0	*4.7*	117.3	115.3	187.3	541	188	24,331	159	146	–288
1969	117	131.8	*5.4*	121.4	119.8	197.4	535	200	24,304	165	165	440
1970	125	140.2	*6.4*	126.2	127.7	217.7	574	186	24,135	181	184	612
1969 3rd qtr	115	132.0	*5.0*	121.4	120.3	197.8	547	200	24,285	165	171	172
4th qtr	117	133.7	*5.1*	124.1	121.7	201.6	544	199	24,249	169	172	167
1970 1st qtr	118	136.2	*5.0*	126.3	124.2	209.0	561	192	24,275	171	180	215
2nd qtr	122	139.5	*5.8*	126.1	126.6	214.0	563	187	24,138	183	183	113
3rd qtr	123	141.1	*6.9*	124.9	128.7	219.5	592	185	24,072	178	175	76
4th qtr	125	144.0	*7.7*	127.3	131.4	228.3	581	177	24,054	190	199	208
1971 1st qtr	120	147.9	*8.6*	129.7	134.4	237.5	631	146	23,824	189	186	78
2nd qtr	116	153.2	*9.8*	133.1	137.2	242.4	725	131		199	212	270
3rd qtr	120 p	155.3	*10.1*	133.9	139.2	248.5	802	121		198 p	218 p	342
Apr	117	152.2	*9.4*	132.9	136.3	239.3	704	129		200	213	
May	117	153.2	*9.8*	133.0	137.3	242.8	731	130		193	206	
Jun	116	154.3	*10.3*	133.5	138.0	245.1	740	133		203	218	
Jul	118 p	155.2	*10.1*	135.3	139.0	247.1	788	122		198 p	214 p	
Aug	118 p	155.3	*10.3*	133.8	139.3	248.6	799	123		192 p	216 p	
Sept	120 p	155.5	*9.9*	132.5	139.5	249.7	819	118		203 p	224 p	
Oct		156.4	*9.4*	132.3 p	139.7 p	250.4 p	833	116		202 p	216 p	
Nov				132.7 p	140.0 p		855 p	117 p				

(†) New series covering SIC Orders VII-IX; previous series also included part of Order XI. (‡) Not seasonally adjusted.
(§) On a balance of payments basis. (‖) Includes payments for United States military aircraft and other balance of payments adjustments.
(¶) Includes balance of payments adjustments and allowances for factors affecting recording
(§§) This now includes food industries.

United Kingdom balance of payments in the third quarter of 1971

THE following is a summary of an article prepared by the Central Statistical Office on the United Kingdom balance of payments. A more detailed discussion of recent trends in the United Kingdom balance of payments will be published in *Economic Trends* later this month.

Current balance

The current account is estimated to have been in surplus by £342 million (seasonally adjusted) in the third quarter.

Visible trade was in surplus by £177 million. This compares with an average surplus of £20 million a quarter in the first half of the year. The increase in the value of exports was much higher than in the value of imports. The greater part of the increase in exports reflected a higher volume of trade, though deliveries to the US were inflated by anticipation of the East Coast dock strike in that country. There was a fall in the volume of imports, because of falls in food and fuel and heavy destocking in the domestic economy.

The surplus on invisibles is provisionally estimated at £165 million in the third quarter. Some growth appears to have re-emerged following the plateau reached in the course of last year, and the average surplus so far this year is now put at £158 million a quarter. In the third quarter a fall in the cost of chartering tankers contributed to the increase in net earnings from private services (since the UK charters in more than it charters out).

Total currency flow

There was a further large total currency inflow of £668 million (not seasonally adjusted) in the third quarter. Current transactions are adversely affected by seasonal influences in the third quarter, and before seasonal adjustment the current account was in surplus by £311 million. Identified investment and other capital flows showed a net inflow of £395 million. On present estimates there is thus a residual negative balancing item of £38 million.

Investment and other capital flows

The identified net inflow was the largest recorded for a third quarter. It included substantial speculative inflows, which developed before measures to protect the US balance of payments were announced in August; these inflows reappeared in September. The net inflow into sterling included a rise of £236 million in United Kingdom banking and money market liabilities (other than those held as part of the official reserves of overseas countries); £144 million of this rise was in liabilities to non-sterling countries. There was also a continued increase in the exchange reserves in sterling of the overseas sterling area countries, which reflects the strength of these countries' balance of payments, particularly on capital account.

Overseas investment in the United Kingdom public sector was well below the amounts in the two preceding quarters. There was no further borrowing abroad by public corporations, and overseas investment in gilts was affected by the timing of redemptions. Overseas investment in the United Kingdom private sector also fell back, mainly because there was little net portfolio investment in United Kingdom company securities. United Kingdom private investment abroad was lower, mainly as the result of a sharp drop in direct investment. The foreign currency transactions of United Kingdom banks (items 6 and 7) led to a much smaller net inflow than in previous quarters; reflecting, for item 7, successive exchange control measures to limit such inflows. The outflow of export credit was seasonally low.

Official financing

The total currency inflow of £668 million was matched by the following official financing transactions. The amounts swapped forward by transactions with overseas monetary authorities were reduced by £167 million. An early repayment of £256 million was made to the IMF in August, and there was a small reduction in liabilities to the Fund on account of transactions by other countries. As a result, the net inflow into the official reserves was £576 million.

SUMMARY BALANCE OF PAYMENTS

£ million

	1969	1970	1970				1971		
			1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	1st qtr.	2nd qtr.	3rd qtr.
A. Current account			Seasonally adjusted						
Visible trade	−141	+ 7	+ 65	− 41	− 74	+ 57	− 70	+109	+177
Invisibles	+581	+ 605	+ 150	+154	+150	+151	+ 148	+161	+165
Current balance	+440	+ 612	+ 215	+113	+ 76	+208	+ 78	+270	+342
B. Currency flow and official financing			Not seasonally adjusted						
Current balance	+440	+ 612	+ 207	+149	+ 52	+204	+ 35	+339	+311
Investment and other capital flows	− 97	+ 553	+ 480	+159	−143	+ 57	+ 618	−303	+395
Balancing item	+400	+ 122	+ 228	− 81	−111	+ 86	+ 320	− 8	− 38
Total currency flow	+743	+1,287	+ 915	+227	−202	+347	+ 973	+634	+668
Allocation of Special Drawing Rights(+)	—	+ 171	+ 171	—	—	—	+ 125	—	—
Gold subscription to IMF (−)	—	− 38	—	—	—	− 38	—	—	—
Total of above	+743	+1,420	+1,086	+227	−202	+309	+1,098	+634	+668
Financed as follows:									
Net transactions with overseas monetary authorities	−699	−1,295	−1,010	−193	+150	−242	− 894	−508	− 92
Official reserves (drawings on, +; additions to, −) (1)	− 44	− 125	− 76	− 34	+ 52	− 67	− 204	−126	−576

(1) From August 23, 1971, valued in sterling at transactions rates of exchange.

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Trends in invisible transactions

THE net surplus on invisibles, seasonally adjusted, in the third quarter of 1971 is provisionally estimated at £165 million, showing little change from the previous quarter. During the first three quarters of 1971 the net surplus on invisibles was just over 4 per cent above the corresponding level in 1970—a rather smaller increase than might have been expected solely as the result of changes in the price level.

Changes among the main components of the invisibles account between the second and third quarters were generally small. Among private services, there was a decrease in the net deficit on shipping account, the fall in debits more than offsetting the fall in credits as the effects of much lower rates for short-term chartering of tankers this year, combined with a lower volume of chartering, began to show themselves. Increased earnings by UK airlines helped to keep credits on the civil aviation account rising more rapidly than debits.

Travel credits and debits are estimated to have been in balance in the third quarter. The figures so far this year indicate that in 1971 debits have risen faster than credits, largely owing to the continuing rapid rise in the number of United Kingdom residents taking overseas holidays.

There were similar rises in both credits and debits in respect of interest, profits and dividends, with little change in the net balance. The rise in credits was mainly in the category, 'miscellaneous investments'. This item includes receipts of interest on official reserve assets which have risen as a result of recent surpluses on the balance of payments. The rise in debits was mainly due to higher earnings on foreign direct investments in the United Kingdom.

Private transfers to and from abroad were virtually unchanged between the second and third quarters, but there was a rise of £9 million in net Government overseas expenditure, mainly due to increased military costs.

Notes

A more detailed discussion of invisible transactions in 1970 and the first half of 1971 was contained in the previous note in this series which appeared in *Trade and Industry* on September 16, 1971. The previous note also contained more detailed notes and definitions on the composition of the invisible account of the balance of payments.

ECGD business in the third quarter of 1971

BUSINESS insured by the Export Credits Guarantee Department in the third quarter of 1971 totalled £899 million, below the record £973 million in the second quarter, but approximately 22 per cent above the corresponding quarter last year.

For the first time the overall total of bank advances guaranteed by ECGD fell, from a record £344 million last quarter to £337 million. While advances covered by comprehensive guarantees to banks and buyer credit facilities are both slightly down (from £163 million to £160 million and £107 million to £103 million respectively), those in respect of medium-term supplier credit transactions remain steady at £74 million. There is, however, an overall increase of approximately 35 per cent over the corresponding quarter last year.

Large medium-term supplier credit policies issued during the quarter include constructional works (£18.5 million), submarine cables (£12.4 million), ship repair (£11.6 million), plant and machinery (£4 million) and generators (£3.6 million).

Buyer Credit and Financial Guarantees were issued for a natural gas liquefaction line (£20.5 million), one sugar factory (£6.6 million), land reclamation (£3.7 million), ships (£4 million) and equipment for sulphate pulp mill (£2.3 million).

Two lines of credit, with a total loan value of £8 million, were guaranteed during the quarter. Both loans were made available to Israeli borrowers.

TABLE 1. SHIPMENTS INSURED

All figures £ million

	1970 Sept. Qtr.	1971 June Qtr.	1971 Sept. Qtr.
Comprehensive business short term credit	584	754	685
Comprehensive business over 6 months credit	75	74	89
Specific business	51	88	67
Buyer Credits	27	57	58
Total	737	973	899

TABLE 2. ADVANCES GUARANTEED UNDER FINANCIAL FACILITIES

(relating to exports which appear or will appear in Table 1)

Comprehensive Guarantees to Banks related to comprehensive insurance policies	118	163	160
Specific Guarantees to Banks related to comprehensive insurance policies	39	27	33
Specific Guarantees to Banks related to Specific insurance policies	38	47	41
Buyer Credits	55	107	103
Total	250	344	337

The above figures combine 'commercial' and 'natural interest' business.

'Shipments insured' include, besides direct exports and third country trade, services declared as 'performed'. Shipments declared in connection with Financial and Buyer Credit Guarantees are also included—even though there is strictly no 'insurance' of the shipments. The first table therefore covers the whole of ECGD's turnover.

'Advances guaranteed' is the measure of bank financing covered by any form of ECGD guarantee to a bank (and thus in general qualifying for the special interest rates). They relate to exports which appear or will appear in Table 1, but also including, in the case of Financial and Buyer Credit Guarantees and of some Specific Guarantees, an element of interest covered by the Guarantee. In addition to these advances there is of course a large volume of export financing by banks against the assignment of a normal ECGD insurance policy.

Although every 'advance guaranteed' must (apart from any interest element) ultimately be matched by a 'shipment insured', there is no correspondence in time between the two tables—the guaranteed advance need not fall in the same quarter in which shipment is made.

EXPORT CREDITS GUARANTEE DEPARTMENT—STATUTORY RETURN

During the quarter ended September 30, 1971, the Department assumed liability:

(*a*) under Section 1 of the Export Guarantees Acts, 1968 and 1970 up to a maximum of £303,883,965 in respect of guarantees amounting to £510,725,719;

(*b*) under Section 2 of the Export Guarantees Acts, 1968 and 1970 up to a maximum of £105,946,144 in respect of guarantees amounting to £107,721,025.

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are available for reference in the Department of Trade and Industry Statistics and Market Intelligence Library at Export House, 50 Ludgate Hill, London, EC4M 7HU. A modern well-equipped library of over 85,000 volumes, it has a reading room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of overseas manufacturers. The library opens from 9 to 5.30, Mondays to Fridays (Tel. 01-248 5757, Ext. 368 or Telex No. 886143).

INVISIBLES

£ million

	1969	1970	1970†				1971†		
			1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	1st Qtr.	2nd Qtr.	3rd Qtr.
CREDITS:									
Private services:									
Shipping:									
Freight and fares	838	1,095							
Time-charter payments	77	127							
Disbursements of overseas shipping	136	149							
Total	1,051	1,371	293	317	359	402	404	407	392
Civil aviation									
Fares, freight, etc.	218	234							
Disbursements of overseas airlines	69	82							
Total	287	316	77	79	79	81	76	88	93
Travel	359	433	105	106	108	114	108	110	118
Other services:									
Financial and allied	300	371							
Films and television	43	28							
Royalties, etc.	112	} 753							
Miscellaneous	577								
Total	1,032	1,152	276	281	291	304	307	308	315
Total private services§	2,729	3,272	751	783	837	901	895	913	918
Interest, profits and dividends‡:									
Direct investment	650	701	172	183	179	167	167	181	180
Portfolio investment	161	171	41	40	45	45	42	39	42
Oil and other	530	512	115	129	118	150	136	141	151
Total	1,341	1,384	328	352	342	362	345	361	373
Private transfers	176	182	45	45	46	46	47	47	47
Government services	48	51	12	12	14	13	15	14	14
Total credits	4,294	4,889	1,136	1,192	1,239	1,322	1,302	1,335	1,352
DEBITS:									
Private services:									
Shipping:									
Freight and fares	301	376							
Time-charter payments	399	640							
Disbursement abroad	371	450							
Total	1,071	1,466	293	350	388	435	430	433	411
Civil aviation:									
Freight, fares, etc.	122	133							
Disbursements abroad	124	146							
Total	246	279	69	69	68	73	72	73	76
Travel:	324	385	93	92	97	103	110	107	118
Other services:									
Films and television	28	17							
Royalties, etc	100	} 504							
Miscellaneous	358								
Total	486	521	126	131	133	131	127	145	145
Total, private services§	2,127	2,651	581	642	686	742	739	757	750
Interest, profits and dividends‡:									
Direct investment	308	340	81	81	80	98	87	85	95
Portfolio investment	100	113	28	28	27	30	30	29	30
Oil and other	432	416	112	99	105	100	109	105	104
Total	840	869	221	208	212	228	226	219	229
Transfers:									
Private	231	227	55	57	56	59	53	58	59
Official	177	172	41	40	42	49	45	45	45
Government services	338	365	88	91	93	93	91	95	104
Total debits	3,713	4,284	986	1,038	1,089	1,171	1,154	1,174	1,187
NET BALANCES:									
Private services	+640	+621	+170	+141	+151	+159	+156	+156	+168
Interest, profits and dividends	+501	+515	+107	+144	+130	+134	+119	+142	+144
Private transfers	− 55	− 45	− 10	− 12	− 10	− 13	− 6	− 11	− 12
Government transfer payments	−177	−172	− 41	− 40	− 42	− 49	− 45	− 45	− 45
Government services	−290	−314	− 76	− 79	−79	− 80	− 76	− 81	−90
Net invisible balance	+581	+605	+150	+154	+150	+151	+148	+161	+165

‡An alternative breakdown is:

	1969	1970	1970†				1971†		
			1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	1st Qtr.	2nd Qtr.	3rd Qtr.
Credits:									
Private sector	1,299	1,316	313	338	323	342	328	344	339
Public sector	42	68	15	14	19	20	17	11	34
Debits:									
Private sector	467	541	127	130	135	149	153	147	153
Public sector	373	328	94	78	77	79	73	72	76
Net balance:									
Private sector	+832	+775	+186	+208	+183	+193	+175	+197	+186
Public sector	−331	−260	− 79	− 64	− 58	− 59	− 56	− 55	− 42

† Seasonally adjusted. § Including public corporations.

Unit value and volume index numbers for October

THE export unit value on a balance of payments basis rose by about one half per cent in October; the import unit value index fell by a similar amount from its revised September level. As a result the terms of trade index rose by a point to 110 (1961 = 100), a level which was last reached in January of this year. In the latest three months as a whole the export unit value index was about 2 per cent higher than in May-July. The rise in the import unit value index on a balance of payments basis has slowed considerably in recent months and in August-October, as a whole, the index was less than 1 per cent higher than in the previous three months.

The main factor in the rise in the export unit value index continues to be the sharp increase in the unit values of machinery and transport equipment. In August-October the unit value index for exports in this group was nearly 4 per cent higher than in the previous three months. The unit value index of exports in the 'other manufactures' group has risen steadily but much more slowly than that for machinery during the year while the indices for chemicals, textiles and metals have moved irregularly and have shown little overall increase. The unit value index for exports of metal manufactures dropped by 1 per cent in the last three months due to falling unit values for non-ferrous metals in particular, copper.

Import unit values in general have moved relatively little in recent months though for certain commodities there have been larger changes. Unit values of butter and dairy products continued to rise sharply but these increases were largely offset by falls in

TABLE 1. IMPORT AND EXPORT UNIT VALUE AND VOLUME INDEX NUMBERS ON A BALANCE OF PAYMENTS BASIS

1961 = 100

	Unit Value Index Numbers (Unadjusted)			Volume Index Numbers (Seasonally adjusted)	
	Imports	Exports	Terms of Trade†	Imports	Exports
1969	126	127	101	146	149
1970	131	136	104	155	154
1969 1st quarter	123	126	103	145	139
2nd quarter	125	127	101	146	148
3rd quarter	127	127	100	145	154
4th quarter	130	129	100	147	154
1970 1st quarter	131	131	101	148	155
2nd quarter	132	134	102	157	155
3rd quarter	131	136	104	152	145
4th quarter	131	139	106	162	162
1971 1st quarter	131	143	109	162	149
2nd quarter	135	146	108	164	168
3rd quarter	137	149	109	159 r	167 r
1971 January	130	143	110	153	141
February	131	143	109	158	137
March	132	144	109	174	168
April	135	145	107	166	172
May	135	146	108	160	162
June	136	147	108	165	170
July r	137	148	109	158	165
August r	137	150	109	155	166
September r	138	151	109	165	171
October p	137	151	110	163	166

† Export Unit Value Index as a percentage of the Import Unit Value Index
p Provisional estimates. r Revised.

TABLE 2. IMPORT AND EXPORT UNIT VALUE INDEX NUMBERS (UNADJUSTED) (OVERSEAS TRADE STATISTICS BASIS)

1961=100

	Imports					Exports							
	Total	Food, beverages and tobacco	Basic materials	Fuels	Manufactured goods	Total	Non-manufactures	Manufactured goods					
								Total	Chemicals	Textiles	Metals	Machinery and transport eqpt.	Other
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7	
Weights	1,000	327	222	106	337	1,000	145	824	84	63	121	417	139
1962	99	102	96	98	99	101	99	102	98	100	101	103	102
1963	103	111	97	97	101	104	103	104	100	102	102	106	104
1964	107	115	103	95	105	106	108	106	101	107	107	107	105
1965	107	113	102	90	109	109	105	109	104	109	113	110	108
1966	109	114	103	84	114	113	107	114	106	111	120	114	113
1967	109	113	99	92	116	114	102	116	106	111	120	118	116
1968	121	120	107	107	135	123	108	126	113	115	131	128	128
1969	126	124	115	100	142	127	114	130	116	122	139	131	131
1970	132	132	121	98	148	136	118	140	126	127	155	141	138
1969 1st quarter	124	123	112	104	138	128	114	130	117	120	135	133	130
2nd quarter	125	124	115	102	141	128	115	130	118	122	136	132	131
3rd quarter	127	125	116	100	144	128	115	131	118	122	139	132	131
4th quarter	129	128	117	98	149	129	114	132	118	123	144	133	132
1970 1st quarter	131	129	119	96	151	131	116	134	119	124	151	134	134
2nd quarter	132	132	121	95	151	134	117	137	123	126	155	137	137
3rd quarter	132	133	122	97	149	136	119	140	125	126	156	140	139
4th quarter	132	135	120	102	147	139	119	143	128	127	156	145	142
1971 1st quarter	133	136	120	111	144	143	123	147	132	130	156	151	145
2nd quarter	137	140	123	121	147	146	125	150	129	134	157	155	147
3rd quarter	138	142	123	125	149	149	128	154	132	133	157	161	150
1970 July	133	133	122	96	151	135	119	139	124	125	156	139	138
August	131	132	121	97	148	136	119	140	124	126	156	140	139
September	132	133	121	98	148	137	119	140	126	126	156	141	140
October	132	134	120	100	148	137	119	141	126	126	155	142	141
November	132	135	121	102	147	139	119	143	128	127	156	145	143
December	132	136	119	104	146	141	120	145	130	129	156	148	143
1971 January	132	136	119	108	144	143	122	147	130	129	158	150	144
February	133	136	121	111	144	143	123	147	132	131	156	151	144
March	134	136	121	115	145	144	124	148	132	129	155	152	146
April	136	139	123	119	146	144	124	148	130	132	155	154	144
May	137	140	123	121	147	146	126	150	128	134	156	156	148
June	138	141	123	124	148	147	126	151	129	136	159	157	149
July	138	142	123	126	148	148	127	152	130	132	157	160	150
August	138	141	123	125	149	149	128	153	133	134	156	161	149
September	139	142	123	125	150	150	128	155	132	133	156	163	152
October	138	143	122	123	148	151	128	155	130	134	155	165	152

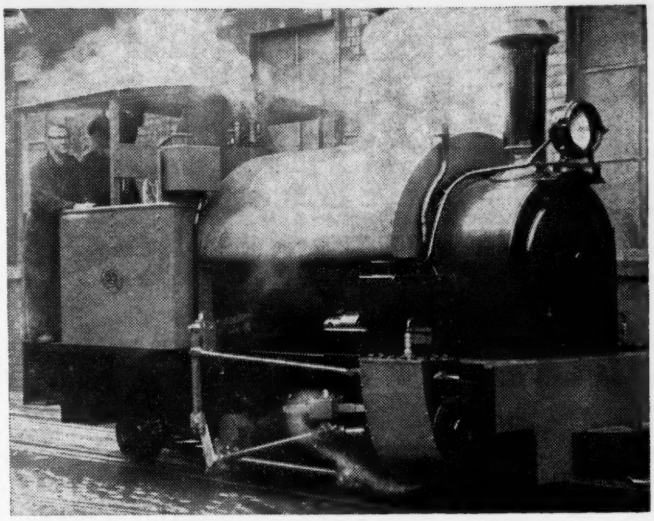
unit values for other commodities in the food, drink and tobacco group, particularly for cereals and fruit and vegetable products (where a fall in unit values is normal at this time of year). Within manufactures there was a further fall in unit values of non-ferrous metals in August-October, primarily due to copper, silver and lead.

Trends in United Kingdom trade are discussed in the article on trade in October which was published in the issue of *Trade and Industry* of November 18, 1971.

Notes:

(a) The discussion in this article of the unit value index numbers for total imports and exports and the terms of trade is based on the statistics in Table 1, which are on a balance of payments basis. Comments on unit values for commodity groups are based on the indices in Table 2, which are on an *Overseas Trade Statistics* basis. The adjustments which have to be made to the figures recorded in the *Overseas Trade Statistics* to bring them to a balance of payments basis relate either to the coverage of the statistics or to the valuation of items which are recorded. These adjustments are described in greater detail in the annual Balance of Payments 'Pink Book'. A brief description of the way in which the index numbers on a balance of payments basis are calculated was published in the article giving unit value and volume index numbers for March 1971 in *Trade and Industry* of May 26, 1971.

(b) The index numbers on an *Overseas Trade Statistics* basis were first introduced in the *Board of Trade Journal* of September 13, 1963; an account of the method of construction of the index numbers was published in the September 1963 issue of *Economic Trends*. All the index numbers published with this article take account of the inclusion since 1965 of trade in diamonds and precious stones in the United Kingdom import and export statistics.



Recently The Hunslet Engine Company was entrusted with an order by the Indonesia Forestry Commission to build a steam locomotive for their 2 ft. 6 in. gauge railway. This 0-4-2 Saddle Tank engine will be employed on the Commission's Railway hauling logs from the forest to the saw mills and the sawn timber to the river for further transporting by boat to the cities. The design for this locomotive was developed in 1919 and with the exception of fitting a steam driven generator for the electric lights, the locomotive is built to these 50 year old drawings. The shipping of this small attractive steam locomotive also marks the 104th anniversary of The Hunslet Engine Company's first locomotive to be exported in May 1866, also built for Indonesia, or Java as it was then known.

TABLE 3. IMPORT AND EXPORT VOLUME INDEX NUMBERS (UNADJUSTED) (OVERSEAS TRADE STATISTICS BASIS) 1961=100

	Imports					Exports							
	Total	Food, beverages and tobacco	Basic materials	Fuels	Manufactured goods	Total	Non-manufactures	Manufactured goods					
								Total	Chemicals	Textiles	Metals	Machinery and transport eqpt.	Other
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7	
Weights	1,000	327	222	106	337	1,000	145	824	84	63	121	417	139
1962	103	104	96	112	103	102	106	101	107	100	101	100	102
1963	107	102	101	119	112	107	112	107	113	102	99	107	110
1964	119	104	108	128	136	111	107	111	126	106	102	108	122
1965	119	102	107	140	137	116	111	117	131	105	109	115	128
1966	122	100	102	154	146	121	117	121	140	99	105	121	134
1967	132	104	101	165	167	119	119	119	149	95	108	114	136
1968	146	107	111	175	195	136	136	136	169	111	119	131	158
1969	149	103	108	188	207	150	138	153	185	123	126	148	187
1970	156	104	110	202	223	155	151	155	195	133	131	148	182
1969 1st quarter	149	106	109	198	198	136	122	138	166	112	113	132	174
2nd quarter	152	107	108	186	215	152	141	155	188	124	125	154	179
3rd quarter	145	99	109	176	204	150	134	154	187	120	125	146	196
4th quarter	150	105	109	197	205	160	154	161	196	135	140	154	194
1970 1st quarter	150	104	105	198	208	154	141	157	194	132	130	150	189
2nd quarter	164	105	115	204	240	161	148	163	209	138	145	157	181
3rd quarter	149	99	105	204	210	141	140	141	185	125	116	132	170
4th quarter	166	111	118	214	234	168	176	165	210	154	137	157	193
1971 1st quarter	165	109	104	241	236	147	134	151	187	129	123	147	177
2nd quarter	164	108	99	226	241	172	163	174	225	147	143	167	204
3rd quarter	155	99	103	193	231	164	170	163	213	138	132	147	217
1970 July	131	80	72	203	195	163	151	165	217	142	147	157	186
August	152	108	122	189	204	105	98	105	137	90	68	99	144
September	165	108	120	219	232	154	170	152	200	143	133	139	182
October	170	115	125	208	242	165	188	160	214	144	135	153	180
November	163	116	108	221	225	172	180	169	214	157	141	158	206
December	164	103	120	214	237	166	161	166	201	160	136	159	192
1971 January	158	104	107	239	215	138	123	141	178	121	106	137	169
February	149	102	100	193	215	130	124	134	172	112	112	129	155
March	189	121	104	291	276	172	155	178	212	153	151	174	205
April	168	111	99	225	248	173	165	176	235	155	152	166	198
May	154	97	93	221	226	172	157	173	222	144	143	167	203
June	171	114	106	232	248	171	166	174	219	141	135	169	210
July	161	103	102	191	245	172	173	171	227	139	137	160	215
August	144	92	105	195	201	154	154	154	202	130	126	136	213
September	162	102	103	195	248	166	183	163	211	146	132	145	225
October	163	99	97	199	257	165	162	167	225	162	149	146	211

(*continued on page 563*)

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VALUE AND VOLUME INDEX NUMBERS
continued

TABLE 4. IMPORT AND EXPORT VOLUME INDEX NUMBERS (SEASONALLY ADJUSTED) (OVERSEAS TRADE STATISTICS BASIS)

1961=100

	Imports							Exports							
	Total	Total excl. US military aircraft, etc.	Food, beverages and tobacco	Basic materials	Fuels	Manufactured goods		Total	Non-manufactures	Manufactured goods					
						Total	Excl. US military aircraft etc.			Total	Chemicals	Textiles	Metals	Machinery and transport eqpt.	Other
Section or Division			0 and 1	2 and 4	3		5 to 8		0 to 4	5 to 8	5	65	67 to 69	7	
Weights	1,000		327	222	106		337	1,000	145	824	84	63	121	417	139
1969 1st quarter	146	143	104	110	189	197	187	139	128	140	171	115	118	132	175
2nd quarter	151	146	107	109	181	209	197	148	141	150	182	122	120	147	183
3rd quarter	148	145	101	107	182	210	201	157	140	161	192	125	130	158	195
4th quarter	149	148	101	106	198	210	206	157	143	161	196	130	135	155	194
1970 1st quarter	150	150	104	108	191	210 r	209 r	155	147	156	194 r	131 r	135 r	148	187
2nd quarter	158	158	103	114	194	228 r	226 r	155	148	156	197	132	139	148	184
3rd quarter	153	152 r	101	103	210	215 r	215	145	146	145	185 r	127	119	140	167
4th quarter	164 r	164	107	114	215	237	236	162	163	161	205 r	143	132	154	192
1971 1st quarter	163	162	107	107	228	233	232	149	141	152	193	133	127	145	177
2nd quarter	163	162	109	101	224	233	232	169	164	171	217	144	139	161	212
3rd quarter	160	160	103	102	205	239	238	169	175	168	216	143	134	158	212
1970 July	122	122	76	65	198	177	176 r	155	155	157	209 r	135	140	147	179
August	168 r	168 r	120 r	122 r	214	231	231	117	115	116	149	98	81	116	136
September	167	167	107	121	218	238	238	164	168	162 r	197 r	146	135	159	185
October	165	164	108	120	204	232 r	231	168	183	164	211	137	135	160	187
November	165 r	165	111	110	231	234 r	232 r	155	154	154	202 r	137	129	145	183
December	163	163	102	113	211	244	244	164	152	166	203	154	134	156	205
1971 January	156	155	103	105	227	221	221	142	130	144	188	125	114	137	171
February	160	159	110	110	201	230	230	138	132	141	183	121	120	135	164
March	173	172	108	104	255	248	247	168	162	171	208	152	148	164	196
April	166	166	111	103	218	240	240	172	164	173	223	151	145	162	211
May	159	158	105	100	221	227	227	162	161	164	211	137	134	152	212
June	163	163	110	102	233	231	230	171	166	175	217	145	138	169	212
July	159	159	105	100	202	234	234	166	173	164	220	138	132	151	209
August	156	156	104	102	216	225	225	167	172	166	217	142	136	156	204
September	165	165	101	105	199	256	255	175	178	174	212	150	135	166	222
October	165	164	98	99	206	263	262	169	156	172	220	158	141	158	221

r Revised.

Foreign visitors in October

THE Department of Trade and Industry and the British Tourist Authority report that foreign visitors to the United Kingdom in October numbered 371,000; about 18 per cent more than in October 1970.

So far this year there have been nearly 4½ million foreign visitors to the United Kingdom, an increase of 10 per cent compared with the first 10 months of 1970.

After seasonal adjustment the number of arrivals in October at 466,000 was well above the level of recent months. Most of the increase continued to come from the United States where the figure shows a steep increase, reflecting the growing popularity of off peak travel arrangements at lower prices.

The figures are limited to visitors of foreign nationality, who represent about two-thirds of all overseas visitors. They exclude Commonwealth citizens and visitors (other than US citizens) arriving from the Irish Republic.

Seasonally adjusted figures

Simple comparisons of monthly figures between one year and another, or between adjacent months, can be misleading. For example, the increase in numbers in April 1971 compared with a year earlier was partly due to Easter having been later this year than last. The seasonally adjusted figures provide a better basis for comparison with other months, or for judging current trends.

In estimating the seasonal adjustments, allowance has been made for changes in the seasonal pattern, which have been in the direction of a spreading of the tourist season, with some reduction in the summer peak relative to the rest of the year. Adjustment was also made for the effect of the varying date of Easter on the number of Western Europe visitors.

NUMBER OF FOREIGN VISITORS

Thousands per month

	Total		Western Europe		United States		Other foreign countries	
1964	160		95		49		16	
1965	180		108		56		17	
1966	207		123		63		21	
1967	227		134		70		23	
1968	259		157		73		29	
1969	320		190		95		35	
1970 Year	378		221		117		41	
	Unadjusted	Seasonally adjusted	Unadjusted	Seasonally adjusted	Unadjusted	Seasonally adjusted	Unadjusted	Seasonally adjusted
Jan	149	349	88	200	38	108	23	41
Feb	147	351	92	201	35	109	19	41
March	296	396	207	228	63	125	27	43
April	312	372	201	227	79	105	32	40
May	415	382	252	238	123	107	41	37
June	509	372	265	223	197	112	48	37
July	822	351	500	200	251	113	71	38
August	681	383	373	220	239	123	69	40
Sept	447	391	222	226	165	122	60	43
Oct	315	398	178	240	96	117	42	42
Nov	213	395	128	233	59	122	26	41
Dec	235	401	147	234	57	121	30	46
1971								
Jan	176	417	103	233	46	133	27	51
Feb	182	426	119	253	40	125	23	48
March	248	396	160	230	60	121	27	45
April	411	434	278	263	97	127	36	44
May	459	414	266	244	146	127	47	43
June	571	406	304	245	212	118	55	43
July	908	401	560	233	265	124	83	44
August	690	386	373	219	239	121	78	46
Sept	479	411	229	229	184	135	65	47
Oct	371	466	198	263	125	156	48	47

Source: Home Office

Capital expenditure of the manufacturing, distributive and service industries in the third quarter of 1971

Manufacturing industry

MANUFACTURING industry's investment in the third quarter of 1971 is provisionally estimated to have been £379 million at 1963 prices seasonally adjusted, the same as the revised second quarter figure. In the three quarters of 1971 investment was about 5 per cent lower than in the corresponding quarters of 1970. The provisional figures for the third quarter are, in consequence, fairly consistent with the results of the August/September Investment Intentions Inquiry which indicated that manufacturing industry was expecting a fall in investment of the order of 6 to 8 per cent in real terms between 1970 and 1971: the first three quarter's figures point to an out-turn nearer the smaller end of the range.

After seasonal adjustment, expenditure on plant and machinery in the first three quarters of 1971 was about 5 per cent lower than in the corresponding quarters of 1970. Expenditure on new building work was about 6 per cent lower but expenditure on vehicles was unchanged.

Distributive and Service industries (excluding Shipping)

Provisional estimates show that the capital expenditure of the distributive and service industries (excluding shipping) was some 3 per cent higher, at 1963 prices, seasonally adjusted, in the third quarter of 1971 than in the previous quarter, but was still below the level recorded for the third quarter of 1970. Over the first nine months of 1971, expenditure was about 2 per cent lower, at 1963 prices, seasonally adjusted, than in the corresponding period of 1970. This fall of 2 per cent was attributable to reductions, at 1963 prices, seasonally adjusted, of 8 per cent for investment in plant and machinery, and 6 per cent for investment in vehicles, which were only partly offset by an increase of 8 per cent in investment in new building work.

Shipping industry

Investment by this industry continued to fluctuate in the third quarter of 1971, falling back from the peak level recorded in the previous quarter. However, investment has been appreciably greater in each of the first three quarters of 1971 than that in the corresponding quarter of the previous year, and over the first nine months of 1971 was 25 per cent higher, at 1963 prices, seasonally adjusted, than that in the corresponding period of 1970.

(*continued on page 566*)

TABLE 1. FIXED CAPITAL EXPENDITURE AT 1963 PRICES SEASONALLY ADJUSTED OF MANUFACTURING, DISTRIBUTIVE AND SERVICE INDUSTRIES

£ million

Period	Total	Analysis by industrial sectors			Analysis by type of asset		
		Manufacturing industries	Distributive and service industries (excluding shipping)	Shipping industry	New building work	Vehicles	Plant and machinery
1960	2,013	1,118	744	151	593	426	994
1961	2,274	1,315	838	121	700	406	1,168
1962	2,149	1,210	838	101	696	363	1,090
1963	2,064	1,070	910	84	645	389	1,030
1964	2,402	1,210	1,068	124	724	494	1,185
1965	2,514	1,327	1,088	99	755	472	1,287
1966	2,508	1,366	1,047	95	719	464	1,326
1967	2,544	1,328	1,082	133	694	504	1,346
1968	2,837 (2,782)*	1,404 (1,379)*	1,206 (1,201)*	228 (203)*	730	625 (600)*	1,483 (1,453)*
1969	2,976 (3,031)*	1,501 (1,526)*	1,283 (1,288)*	192 (217)*	796	616 (641)*	1,564 (1,594)*
1970	3,196	1,631	1,317	248	796	645	1,755
1971							
1965 1st quarter	636	341	279	16	200	111	324
2nd quarter	620	319	270	32	185	125	310
3rd quarter	615	332	260	23	185	112	318
4th quarter	644	335	280	29	184	125	335
1966 1st quarter	628	345	261	22	181	113	333
2nd quarter	622	337	263	22	176	117	328
3rd quarter	634	345	262	26	180	119	335
4th quarter	625	340	261	24	181	114	329
1967 1st quarter	627	332	265	30	179	118	330
2nd quarter	668	350	275	44	177	139	352
3rd quarter	628	325	277	27	168	123	338
4th quarter	621	321	266	33	170	125	326
1968 1st quarter	673	331	299	43	175	143	355
2nd quarter	669	332	297	40	182	133	354
3rd quarter	709	350	298	60	186	160	363
4th quarter	787 (732)*	391 (366)*	311 (306)*	85 (60)*	186	189 (164)*	412 (382)*
1969 1st quarter	691 (746)*	346 (371)*	308 (313)*	38 (63)*	194	143 (168)*	354 (384)*
2nd quarter	744	378	318	48	200	157	387
3rd quarter	773	388	329	55	204	159	410
4th quarter	769	389	328	51	198	158	413
1970 1st quarter	751	389	316	46	193	145	413
2nd quarter	816	411	330	75	201	176	439
3rd quarter	800	413	332	56	197	156	447
4th quarter	829	419	339	71	205	169	456
1971 1st quarter	763	395	312	56	198	147	418
2nd quarter	787	379	319	89	200	183	404
3rd quarter	785	379	329	76	206	175	403
4th quarter							

The total of manufacturing industry and of the distributive and service industries covers a wide sector of the economy, accounting—after exclusion of dwellings—for 54 per cent of total expenditure in 1969. The total comprises most industries and services outside agriculture, forestry and fishing, coal mining, public utilities, the public transport corporations and the public administration. The excluded parts are, except for agriculture, very largely in the public sector of the economy. For all industries covered, public expenditure (eg by the British Steel Corporation) is included. However, the figures are largely representative of the trend of expenditure of private industry and business.

* After allowing for expenditure, brought forward into 1968 from 1969 to secure the higher rate of investment grants which ended on December 31, 1968, estimated at £25 million for manufacturing industry, £5 million for distributive and service industry, and £25 million for shipping. These broad estimates were made by averaging the seasonally adjusted quarterly figures of expenditure in the last quarter of 1968 and the first quarter of 1969, although the estimate for shipping is particularly uncertain because of the erratic nature of this industry's capital expenditure, while that for the distributive and service industries is uncertain because of the smallness of the effect.

For other footnotes, see end of article.

FIXED CAPITAL EXPENDITURE AT 1963 PRICES SEASONALLY ADJUSTED

TABLE 2. FIXED CAPITAL EXPENDITURE OF MANUFACTURING INDUSTRY AT 1963 PRICES SEASONALLY ADJUSTED

£ million

Period	Total all manufacturing industries	Analysis by industry group: Food drink and tobacco	Coal and petroleum products	Chemicals	Metal manufacture	Engineering shipbuilding and metal goods	Vehicles	Textiles leather and clothing	Paper printing and publishing	Other manufacturing industries	Analysis by type of asset: New building work	Vehicles	Plant and machinery
1960	1,118.2	156.0	22.7	139.1	204.0	245.7	88.3	92.5	73.3	96.6	288.8	73.5	755.9
1961	1,315.3	164.2	31.0	171.1	266.4	268.2	118.0	110.3	80.3	105.8	347.4	70.1	897.8
1962	1,210.4	163.0	22.6	172.7	228.6	235.4	105.6	94.6	80.7	107.2	325.5	61.5	823.4
1963	1,070.2	163.9	30.0	134.3	136.1	233.8	100.9	85.7	79.7	105.9	267.2	74.1	728.9
1964	1,210.4	185.2	36.7	164.7	114.4	279.9	90.9	116.3	90.8	131.5	297.5	90.9	822.0
1965	1,326.9	186.9	35.8	209.1	112.8	293.6	107.5	132.0	98.8	150.4	323.8	93.7	909.4
1966	1,366.2	178.8	57.3	228.7	116.0	298.7	119.9	128.3	86.2	152.3	311.4	89.7	965.1
1967	1 328.1	206.4	83.4	191.0	116.4	292.6	119.8	104.3	83.7	130.5	271.8	94.2	962.1
1968	1,403.8 (1,378.8)•	219.9	95.4	190.4	110.8	298.2	110.8	140.2	85.8	152.3	284.1	102.4	1,017.3 (992.3)•
1969	1,501.1 (1,526.1)•	209.7	74.6	220.7	130.8	308.1	132.6	151.0	92.3	181.3	323.0	109.5	1,068.6 (1,093.6)•
1970	1,631.1	208.8	64.2	280.6	207.2	357.5	139.7	115.7	102.6	154.8	318.8	100.9	1,211.4
1971													
1965 1st quarter	340.5	47.0	9.2	51.1	28.7	78.8	25.9	34.6	26.8	38.4	86.6	23.5	230.4
2nd quarter	318.8	44.8	8.3	50.2	28.1	69.8	24.7	31.3	26.1	35.5	78.8	22.7	217.3
3rd quarter	332.2	47.8	8.5	57.1	28.8	67.8	27.5	34.2	22.8	37.7	80.9	22.6	228.7
4th quarter	335.4	47.3	9.8	50.7	27.2	77.2	29.4	31.9	23.1	38.8	77.5	24.9	233.0
1966 1st quarter	344.6	45.3	12.0	60.5	28.7	73.5	32.3	31.4	20.6	40.3	77.8	22.9	243.9
2nd quarter	336.8	44.1	13.3	54.6	27.6	75.2	29.8	34.5	20.7	37.0	75.5	23.6	237.7
3rd quarter	345.3	43.9	16.5	57.7	29.2	75.6	28.9	31.9	21.5	40.1	78.4	22.3	244.6
4th quarter	339.5	45.5	15.5	55.9	30.5	74.4	28.9	30.5	23.4	34.9	79.7	20.9	238.9
1967 1st quarter	331.8	51.2	16.5	47.4	29.8	73.4	30.2	28.1	21.0	34.2	75.3	21.1	235.4
2nd quarter	349.8	52.4	21.8	54.9	31.6	77.4	31.7	26.1	22.0	31.9	71.3	24.3	254.2
3rd quarter	325.1	50.7	22.5	43.0	30.0	71.7	28.8	24.7	21.4	32.3	62.9	24.6	237.6
4th quarter	321.4	52.1	22.6	45.7	25.0	70.1	29.1	25.4	19.3	32.1	62.3	24.2	234.9
1968 1st quarter	330.9	49.4	20.4	43.4	32.4	70.7	27.5	31.1	21.5	34.5	63.9	25.9	241.1
2nd quarter	331.9	53.2	23.4	46.2	26.8	70.5	26.4	28.8	19.4	37.2	68.9	24.0	239.0
3rd quarter	350.0	58.0	22.3	46.0	25.5	74.9	31.6	34.3	20.2	37.2	75.0	25.4	249.6
4th quarter	391.0 (366.0)•	59.3	29.3	54.8	26.1	82.1	25.3	46.0	24.7	43.4	76.3	27.1	287.6 (262.6)•
1969 1st quarter	345.6 (370.6)•	51.7	21.4	49.1	25.4	74.4	26.0	37.9	18.1	41.6	79.5	26.1	240.0 (265.0)•
2nd quarter	378.1	53.9	18.2	54.9	32.8	75.2	32.1	39.8	24.0	47.2	82.4	29.5	266.2
3rd quarter	388.4	52.8	18.2	59.8	33.9	79.4	35.6	37.4	25.2	46.1	82.2	27.3	278.9
4th quarter	389.0	51.3	16.8	56.9	38.7	79.1	38.9	35.9	25.0	46.4	78.9	26.6	283.5
1970 1st quarter	389.1	50.3	14.6	66.7	42.5	86.9	32.5	30.2	26.5	38.9	78.9	25.6	284.6
2nd quarter	410.6	52.9	15.7	68.6	48.0	91.4	36.2	31.0	26.4	40.4	83.6	25.7	301.3
3rd quarter	412.6	49.7	19.7	72.1	49.2	90.8	37.2	30.0	24.9	39.0	79.6	24.4	308.6
4th quarter	418.8	55.9	14.2	73.2	67.5	88.4	33.8	24.5	24.8	36.5	76.7	25.2	316.9
1971 1st quarter	395.4	52.5	19.5	67.5	63.8	80.3	26.6	26.8	19.5	38.9	73.5	25.1	296.8
2nd quarter	378.6	52.1	19.5	58.1	56.5	79.5	26.3	25.5	20.6	40.5	75.5	24.4	278.7
3rd quarter	379.3										77.7	26.5	275.1
4th quarter													

CAPITAL EXPENDITURE OF THE MANUFACTURING, DISTRIBUTIVE AND SERVICE INDUSTRIES IN THE THIRD QUARTER

continued

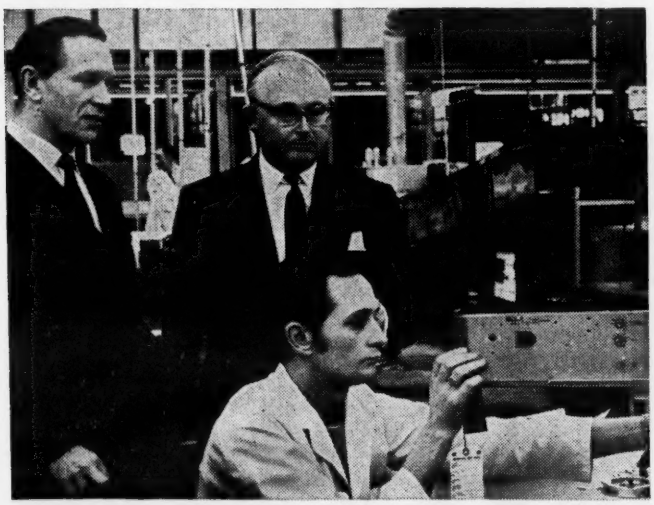
Revision of figures

The figures for the second quarter previously published in October have been revised to take account of late returns. Revised estimates of stocks in the third quarter taking account of late returns will be published in January.

TABLE 3. FIXED CAPITAL EXPENDITURE IN THE DISTRIBUTIVE AND SERVICE INDUSTRIES (EXCLUDING SHIPPING) AT 1963 PRICES SEASONALLY ADJUSTED

£ million

Period	Total	Analysis by industry group			Analysis by type of asset		
		Wholesale distribution	Retail distribution	Other industries	New building work	Vehicles	Plant and machinery
1960	744	98	172	474	304	202	238
1961	838	104	193	542	352	216	271
1962	838	102	184	551	370	202	266
1963	910	112	201	598	376	233	301
1964	1,068	131	226	711	424	281	363
1965	1,088	130	211	748	428	283	378
1966	1,047	117	191	740	404	282	361
1967	1,082	134	184	764	419	280	384
1968	1,206 (1,201)*	131	232	843 (838)*	440	300	466 (461)*
1969	1,283 (1,288)*	127	243	913 (918)*	466	321	495 (500)*
1970	1,317	124	249	944	470	304	543
1965 1st quarter	279	36	55	188	111	74	94
2nd quarter	270	31	53	185	106	71	93
3rd quarter	260	32	52	176	104	67	89
4th quarter	280	30	51	199	106	71	102
1966 1st quarter	261	29	49	183	103	69	89
2nd quarter	263	31	47	186	100	72	91
3rd quarter	262	29	47	185	101	71	90
4th quarter	261	28	48	186	100	71	90
1967 1st quarter	265	31	46	189	103	68	94
2nd quarter	275	34	45	195	105	72	98
3rd quarter	277	35	46	196	104	72	101
4th quarter	266	34	48	184	107	68	91
1968 1st quarter	299	35	55	209	110	76	114
2nd quarter	297	31	58	209	112	71	115
3rd quarter	298	31	59	208	110	76	113
4th quarter	311 (306)*	36	59	218 (213)*	108	78	124 (119)*
1969 1st quarter	308 (313)*	32	59	217 (222)*	114	80	114 (119)*
2nd quarter	318	31	60	226	116	81	121
3rd quarter	329	32	60	237	120	79	131
4th quarter	328	32	64	232	117	82	130
1970 1st quarter	316	31	62	223	113	74	129
2nd quarter	330	33	62	235	115	77	137
3rd quarter	332	32	63	238	116	77	139
4th quarter	339	29	62	248	125	75	139
1971 1st quarter	312	29	63	219	123	68	121
2nd quarter	319	30	67	222	121	73	125
3rd quarter	329				127	74	128
4th quarter							



Honeywell Ltd. has received an order from The Lummus Company Ltd. for VutroniK instrumentation worth £100,000, to be installed in the new lube oil plant being built at Durban for South Africa Oil Refineries (Pty.) Ltd., which is jointly owned by Mobil, Caltex and Total. Picture shows Mr. Alec Irvine, of Motherwell, calibrating one of the VutroniK modules for the export order which is due for shipment from Honeywell's Uddingston factory at the end of the year. Looking on are: left, Mr. Ken Urquhart, director of production, and Mr. Gavin Kermack, director of sales and service divisions, Industrial Products Group.

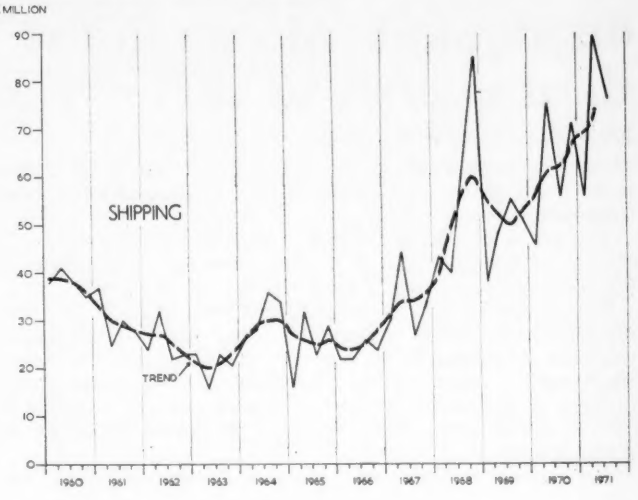
A new product from Harold Wesley Ltd. of Harlesden, is a garland which has been flameproofed without loss of colour quality. Pictured here are Mr. Bernard Kimber (left), director in charge of Wesley's Burton-on-Trent factory, where the new garland has been developed, and marketing director, Mr. Derek Edwards. Mr. Edwards, who has returned from visits to 25 buyers in four Continental countries says: 'Our paper decorations are a great success on the Continent.' Wesleys, a member of the British Printing Corporation, has regular export orders from Europe and many other parts of the world.

TABLE 4. FIXED CAPITAL EXPENDITURE AT CURRENT PRICES OF MANUFACTURING, DISTRIBUTIVE AND SERVICE INDUSTRIES

£ million

Period		Total	Manufacturing industry	Distributive and service industries (excluding shipping)	Shipping industry
1960		1,902	1,035	705	162
1961		2,913	1,253	808	132
1962		2,119	1,183	829	107
1963		2,064	1,070	910	84
1964		2,445	1,236	1,086	123
1965		2,657	1,420	1,137	100
1966		2,742	1,521	1,122	99
1967		2,799	1,485	1,174	140
1968		3,230	1,632	1,352	247
1969		3,523	1,813	1,492	217
1970		4,055	2,137	1,618	301
1971					
1965	1st quarter	638	338	285	15
	2nd quarter	643	334	279	30
	3rd quarter	642	357	264	21
	4th quarter	735	392	308	35
1966	1st quarter	661	361	279	21
	2nd quarter	662	362	278	22
	3rd quarter	677	382	269	26
	4th quarter	742	416	296	30
1967	1st quarter	675	358	288	29
	2nd quarter	715	376	295	44
	3rd quarter	672	360	287	25
	4th quarter	739	392	305	42
1968	1st quarter	732	359	332	41
	2nd quarter	744	371	330	43
	3rd quarter	787	405	323	59
	4th quarter	968	497	367	104
1969	1st quarter	778	386	355	38
	2nd quarter	852	435	365	53
	3rd quarter	896	470	369	57
	4th quarter	997	524	404	70
1970	1st quarter	894	464	379	50
	2nd quarter	995	510	399	87
	3rd quarter	1,002	546	395	61
	4th quarter	1,164	617	445	103
1971	1st quarter	989	518	407	65
	2nd quarter	1,047	520	419	108
	3rd quarter	1,067	551	425	91
	4th quarter				

FIXED CAPITAL EXPENDITURE AT 1963 PRICES SEASONALLY ADJUSTED



Notes relating to Tables 1 to 4

Capital expenditure comprises expenditure on vehicles (including ships) and plant and machinery less receipts from sales of these assets, and on new building work.

The analysis by industry group follows the Standard Industrial Classification Revised 1968 edition:

Manufacturing Orders III to XIX

Distributive Trades Order XXIII

Wholesale MLH 810, 811, 812, 831, 832 (except leasing by Finance Houses and similar businesses)

Retail MLH 820, 821

Other Industries Order XX (Construction); XXII (Transport and Communication) excluding 701—Railways, 706—Port and Inland Water Transport, 707—Air Transport and 708—Postal Services and Telecommunications; XXIV (Insurance Banking Finance and Business Services) including leasing by Finance Houses and similar Businesses and excluding Trustee Savings Banks; XXV (Professional and Scientific Services) excluding 872—Educational Services and 874—Medical and Dental Services; and XXVI (Miscellaneous Services).

The estimates with the exception of those for manufacturing industry in Table 2 are shown to the nearest £million but should not be regarded as accurate to this degree and care should be taken in using the industry figures in Tables 2 and 3 because of the margins of error involved in the quarterly seasonal adjustments. Also there may be an apparent discrepancy between the totals and the sum of the constituent parts due to rounding.

DETAILED STATISTICS OF UK OVERSEAS TRADE

Each month the Overseas Trade Statistics give a considerable amount of detail about United Kingdom imports, exports and commodities and, for many of them, the most important countries of consignment. The information in these statistics is a summary of much more detailed information. This is derived from declarations made by traders to HM Customs and Excise under the descriptions in the Tariff and Overseas Trade Classification (which has about 6,000 commodity headings): there are 188 specified countries for consignment. The fully detailed information is not published on a monthly basis but, when circumstances allow HM Customs and Excise can supply detailed information about trade under individual descriptions of the Tariff and Overseas Trade Classification and with individual countries or through United Kingdom ports, either for particular months or for longer periods. A charge is made which covers the cost of the service. Applications should be made to the Statistical Office (Bill of Entry Section), HM Customs and Excise, 27 Victoria Avenue, Southend-on-Sea, Essex, SS2 6AL (Tel. Southend (0702) 49421, Ext. 316 or 323 for Imports, or Ext. 314 or 315 for Exports, Telex 99112 CUSEX Southend).

Retailers' stocks in October

THE value of stocks at current prices held by retailers at the end of October showed an increase of 8 per cent over the corresponding month of last year; at constant prices there was an increase of 1 per cent compared with October 1970. These increases were rather below those recorded in the first half of the year, but suggest a possible recovery (in constant price terms) from the relatively low levels of July and August.

ESTIMATE OF LEVELS AND PERCENTAGE INCREASES IN RETAILERS' STOCKS

Index numbers (end 1960 = 100) *and percentage increase on a year earlier*

(At cost at end of month)

	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
At current prices:												
1966	124	126	127	136	140	139	131	137	137	146	156	134
1967	130	132	140	142	144	142	134	139	138	147	157	137
1968	133	136	147	147	151	148	141	147	146	156	168	148
1969	142	146	159	157	161	159	152	158	157	169	183	159
1970	150	153	163	165	166	167	161	169	167	184	204	177
1971	N.A.	N.A.	180	181	185	187	175	182	184	199		
1969	*6*	*8*	*8*	*6*	*6*	*7*	*8*	*8*	*7*	*8*	*9*	*7*
1970	*6*	*5*	*3*	*6*	*3*	*5*	*6*	*6*	*7*	*9*	*12*	*12*
1971	*N.A.*	*N.A.*	*10*	*9*	*11*	*12*	*9*	*8*	*10*	*8*		
At constant (December 1960) prices:												
1966	111	113	122	121	124	124	116	120	120	128	136	116
1967	113	115	122	123	126	123	116	121	120	120	136	119
1968	115	117	126	124	127	124	118	123	122	130	139	122
1969	116	119	129	127	130	128	122	127	125	134	144	125
1970	118	119	127	127	127	128	122	127	125	136	150	130
1971	N.A.	N.A.	129	128	130	131	122	126	128	137		
1969	*1*	*2*	*2*	*2*	*2*	*3*	*3*	*3*	*3*	*3*	*3*	*2*
1970	*1*	*—*	*–2*	*—*	*–2*	*—*	*—*	*—*	*—*	*2*	*5*	*4*
1971	*N.A.*	*N.A.*	*2*	*1*	*2*	*3*	*—*	*—*	*2*	*1*		

Retailers' stocks in United Kingdom at end of December 1960 were £993 million at current prices.

Manufacturers' and distributors' stocks in the third quarter of 1971

Manufacturing industries

MANUFACTURERS' stocks are provisionally estimated to have fallen in the third quarter of this year by £51 million, at 1963 prices, seasonally adjusted.

The fall in total manufacturers' stockbuilding is the result of a substantial fall in stocks of materials and fuel, a small fall in finished goods stocks and a small rise in work in progress.

The substantial fall in materials and fuel stocks in the third quarter of this year is the largest fall ever recorded and follows moderate destocking in the first and second quarters. The small rise in work in progress in the third quarter follows a sharp decline in work in progress in the second quarter and the small fall in finished goods stocks follows a period of destocking during the second quarter.

The ratio of manufacturers' stocks to production fell by one index point in the third quarter to 90.1 (in index form end 1962 = 100). This is the lowest level reached since the fourth quarter of 1969.

Distributive industries

Wholesalers' stocks are provisionally estimated to have fallen by £9 million, at 1963 prices, seasonally adjusted in the third quarter, which would largely offset the rise in the previous quarter. Over the first nine months of the year, the increase in these stocks is the smallest recorded since 1967. The fall in the third quarter was attributable to a rather marked reduction in the estimated level of stocks held by dealers in industrial materials and machinery, which was only partly offset by increases for general wholesale distributors and dealers in coal, builders' materials, etc. Retailers' stocks are provisionally estimated to have risen only slightly in the third quarter, by £7 million, at 1963 prices, seasonally adjusted, so that there has been a fall in these stocks over the first nine months of the year.

Revision of figures

The figures for the second quarter previously published in October have been revised to take account of late returns. Revised estimates of capital expenditure in the third quarter taking account of late returns will be published in January.

VALUE OF PHYSICAL INCREASE IN INDUSTRY'S STOCKS AT 1963 PRICES SEASONALLY ADJUSTED

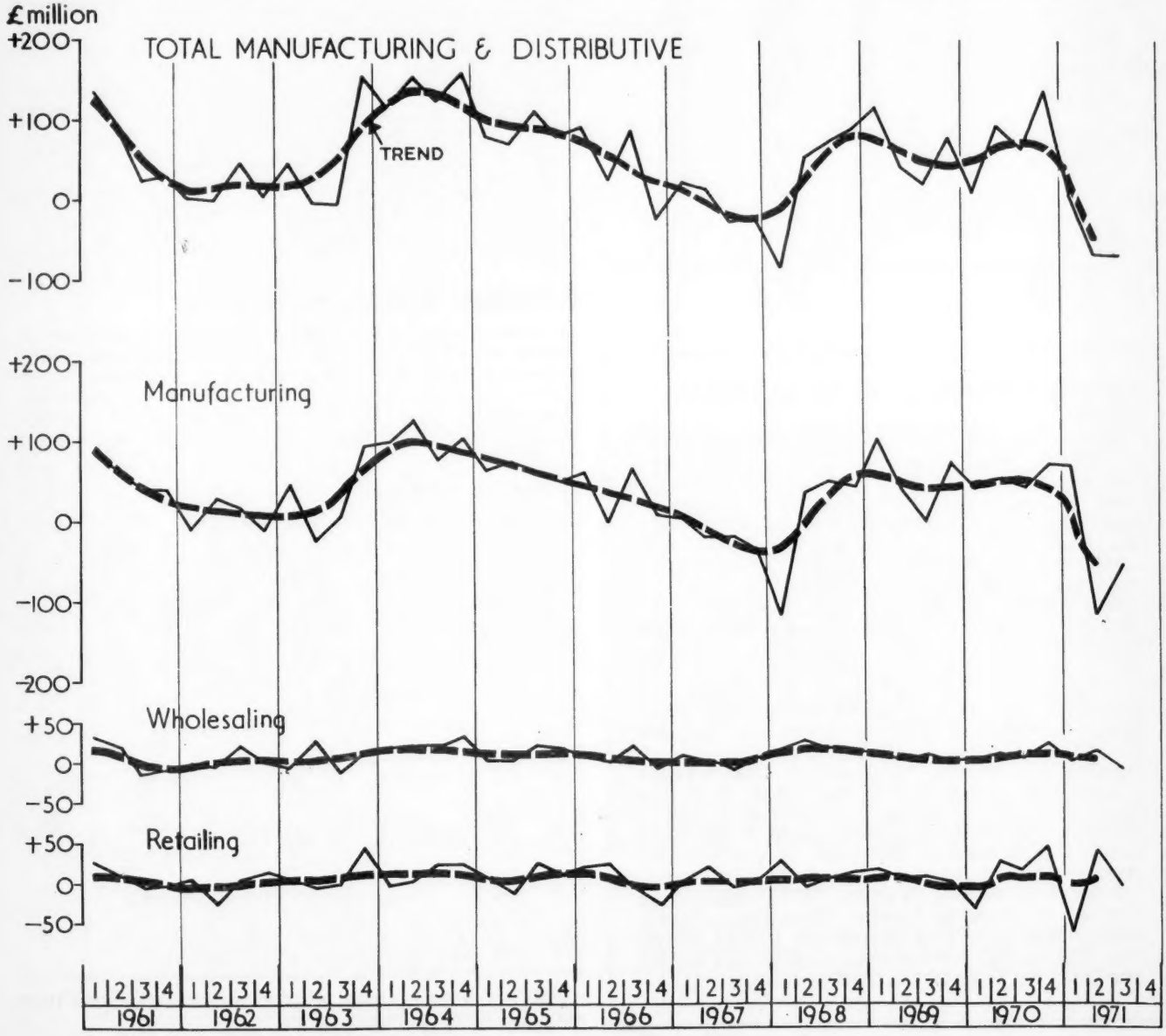


TABLE 1. VALUE OF PHYSICAL INCREASE OF MANUFACTURERS' AND DISTRIBUTORS' STOCKS AT 1963 PRICES SEASONALLY ADJUSTED

£ million

	Total	Manufacturing	Wholesaling	Retailing
Level of stocks at end 1970	10,131	7,509	1,266	1,357
1960	637	543	55	39
1961	296	234	32	30
1962	55	29	22	3
1963	191	122	25	43
1964	550	411	93	46
1965	341	263	47	31
1966	185	143	25	17
1967	–2	–37	13	22
1968	138	23	75	41
1969	285	232	26	27
1970	307	214	42	51
1965 1st quarter	80	66	5	9
2nd quarter	71	78	4	–12
3rd quarter	111	67	21	23
4th quarter	79	51	18	11
1966 1st quarter	92	62	9	21
2nd quarter	28	2	1	25
3rd quarter	86	69	21	–4
4th quarter	–21	10	–6	–24
1967 1st quarter	23	8	10	6
2nd quarter	16	–8	4	20
3rd quarter	–22	–8	–10	–4
4th quarter	–19	–30	9	1
1968 1st quarter	–68	–111	16	27
2nd quarter	57	39	26	–7
3rd quarter	75	51	14	9
4th quarter	74	44	19	12
1969 1st quarter	139	114	12	14
2nd quarter	48	41	2	5
3rd quarter	22	4	10	8
4th quarter	76	74	2	—
1970 1st quarter	11	42	1	–32
2nd quarter	93	55	12	26
3rd quarter	65	44	7	14
4th quarter	138	72	23	44
1971 1st quarter	10	70	2	–62
2nd quarter	–65	–114	12	38
3rd quarter	–67	–51	–9	–7

TABLE 2. VALUE OF THE PHYSICAL INCREASE OF STOCKS HELD BY MANUFACTURING INDUSTRY AT 1963 PRICES SEASONALLY ADJUSTED

£ million

		Analysis by industry group						Analysis by type of asset		
	All manufacturing industries	Food, drink and tobacco	Chemicals, coal and petroleum products	Metal manufacture	Engineering, shipbuilding, vehicles and metal goods	Textiles leather and clothing	Other manufacturing industries	Materials and fuel	Work in progress	Finished goods
Level of stocks at end 1970	7,509	968	760	534	3,735	759	752	2,561	2,749	2,199
1960	543	39	46	83	285	30	60	226	146	171
1961	234	11	23	13	151	7	29	43	103	89
1962	29	29	–1	–18	42	–19	–3	–60	43	47
1963	122	46	–14	2	75	2	11	1	100	21
1964	411	1	47	31	239	61	32	147	178	86
1965	263	2	26	26	169	–2	41	56	98	109
1966	143	–11	31	–16	84	26	30	–22	33	133
1967	–37	18	6	–27	11	–32	–12	–39	34	–33
1968	23	—	57	30	–91	2	25	6	—	17
1969	232	3	58	–23	118	47	30	39	22	172
1970	214	14	46	32	150	–23	–5	98	36	80
1965 1st quarter	66	–13	–2	10	52	10	10	1	48	17
2nd quarter	78	2	21	—	49	–4	12	29	7	42
3rd quarter	67	16	4	7	34	–7	14	13	32	22
4th quarter	51	–2	4	10	34	–1	6	12	11	28
1966 1st quarter	62	4	11	–4	33	6	13	4	16	43
2nd quarter	2	—	7	–18	3	6	5	–22	13	11
3rd quarter	69	–15	6	18	40	10	10	23	—	46
4th quarter	10	—	6	–11	9	4	2	–28	4	34
1967 1st quarter	8	–3	4	–3	10	– 6	6	–9	15	3
2nd quarter	–8	3	–16	–7	24	– 6	–5	–21	4	9
3rd quarter	–8	17	24	–9	–27	– 3	–9	–1	3	–10
4th quarter	–30	1	–6	–8	4	–17	–3	–7	12	–34
1968 1st quarter	–111	3	–13	2	–87	–10	–7	–12	–18	–81
2nd quarter	39	–1	32	9	–20	7	11	1	5	33
3rd quarter	51	–12	19	11	27	–2	9	–1	19	33
4th quarter	44	10	19	8	–11	6	12	17	–6	32
1969 1st quarter	114	2	15	1	67	21	10	19	35	60
2nd quarter	41	–3	15	–5	23	3	8	21	–12	32
3rd quarter	4	15	–8	–15	–8	12	8	–20	4	20
4th quarter	74	–10	37	–4	37	11	4	19	–5	61
1970 1st quarter	42	6	15	1	15	1	4	11	–10	41
2nd quarter	55	8	11	4	48	–9	–6	41	28	–13
3rd quarter	44	–9	6	13	42	–5	–3	19	8	17
4th quarter	72	10	13	14	45	–10	1	28	9	35
1971 1st quarter	70	12	7	2 23	31	–2	—	–14	19	65
2nd quarter	–114	—	13	–15	–66	–33	–13	–32	–53	–29
3rd quarter	–51							–51	12	–12

(continued on next page)

MANUFACTURERS' AND DISTRIBUTORS' STOCKS
continued

TABLE 3. VALUE OF THE PHYSICAL INCREASE OF STOCKS HELD BY WHOLESALERS AT 1963 PRICES SEASONALLY ADJUSTED

£ million

	Total wholesalers	General wholesale distributors	Dealers in coal, builders materials, etc.	Dealers in industrial materials and machinery
Level of stocks at end 1970	1,266	767	111	388
1960	55	32	4	19
1961	32	21	—	11
1962	22	4	4	15
1963	25	9	5	11
1964	93	49	13	30
1965	47	22	5	21
1966	25	18	—	7
1967	13	7	—	5
1968	75	48	3	24
1969	26	10	–1	17
1970	42	8	–6	40
1965 1st quarter	5	–2	–1	7
2nd quarter	4	2	—	2
3rd quarter	21	13	2	6
4th quarter	18	8	4	6
1966 1st quarter	9	8	2	–1
2nd quarter	1	1	2	–2
3rd quarter	21	18	–3	7
4th quarter	–6	–8	–1	3
1967 1st quarter	10	—	—	10
2nd quarter	4	9	–4	–2
3rd quarter	–10	–10	2	–2
4th quarter	9	9	1	–1
1968 1st quarter	16	19	1	–4
2nd quarter	26	13	5	8
3rd quarter	14	11	–1	4
4th quarter	19	4	–1	16
1969 1st quarter	12	3	–1	9
2nd quarter	2	–7	—	9
3rd quarter	10	7	2	1
4th quarter	2	6	–2	–2
1970 1st quarter	1	–9	—	10
2nd quarter	12	7	–4	8
3rd quarter	7	–2	–3	12
4th quarter	23	12	—	10
1971 1st quarter	2	–14	5	10
2nd quarter	12	10	4	–3
3rd quarter	–9			

TABLE 4. INCREASE IN THE BOOK VALUE OF MANUFACTURERS' AND DISTRIBUTORS' STOCKS

£ million

	Total	Manufacturing	Wholesaling	Retailing
Level of stocks at end 1970	13,441	10,018	1,670	1,753
1960	690	586	60	44
1961	416	315	40	61
1962	143	81	30	31
1963	348	253	44	50
1964	811	590	136	85
1965	612	490	73	50
1966	468	363	51	55
1967	150	70	47	33
1968	715	462	138	115
1969	1,027	822	104	102
1970	1,248	902	164	182
1965 1st quarter	190	124	—	65
2nd quarter	158	153	15	–10
3rd quarter	170	109	63	–1
4th quarter	94	104	–5	–5
1966 1st quarter	253	162	7	84
2nd quarter	179	138	12	29
3rd quarter	99	68	52	–21
4th quarter	–63	–5	–20	–37
1967 1st quarter	39	–14	–15	68
2nd quarter	29	18	1	11
3rd quarter	10	18	30	–38
4th quarter	73	49	32	–8
1968 1st quarter	138	17	23	98
2nd quarter	211	169	30	12
3rd quarter	176	141	57	–22
4th quarter	190	135	28	27
1969 1st quarter	349	234	16	99
2nd quarter	236	216	18	2
3rd quarter	182	138	65	–21
4th quarter	260	234	4	22
1970 1st quarter	314	252	17	46
2nd quarter	319	256	26	38
3rd quarter	223	144	78	1
4th quarter	392	250	43	98
1971 1st quarter	259	217	16	26
2nd quarter	265	146	46	74
3rd quarter	29	5	53	–29

Notes relating to Tables 1 to 4

The analysis by industry group follows the Standard Industrial Classification (1968 edition)
Manufacturing Orders III to XIX
Distributive Trades Order XXIII:
Wholesale MLH 810, 811, 812, 831, 832 (except leasing by Finance Houses)
Retail MLH 820, 821

The estimates are shown to the nearest £ million but should not be regarded as accurate to this degree and care should be taken in using the industry figures in Tables 2 and 3 because of the margin of error involved in quarterly seasonal adjustments. Differences between totals and the sum of constituent parts are due to rounding.

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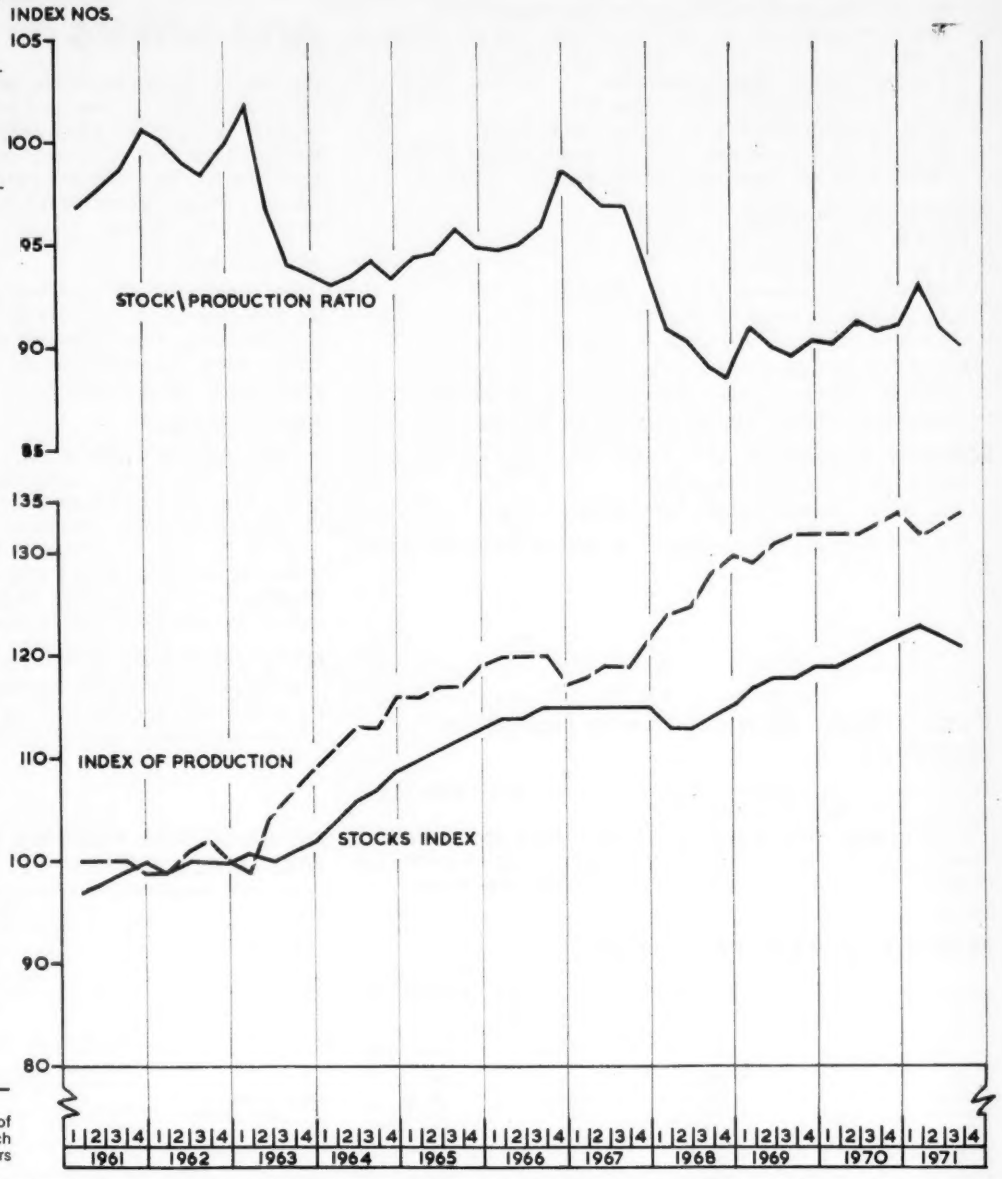
TABLE 5. THE RELATIONSHIP OF MANUFACTURERS' STOCKS TO MANUFACTURING PRODUCTION

	Index numbers—4th quarter 1962 = 100 Seasonally adjusted		
	Stock levels at 1963 prices	Production (with 1963 net output weight)	Ratio of Stocks to Production
1961 Q 1	97	100	96.9
2	98	100	97.8
3	99	100	98.8
4	100	99	100.7
1962 Q 1	99	99	100.3
2	100	101	99.1
3	100	102	98.6
4	100	100	100.0
1963 Q 1	101	99	102.1
2	100	104	96.9
3	101	107	94.2
4	102	109	93.7
1964 Q 1	104	111	93.1
2	106	113	93.6
3	107	113	94.4
4	109	116	93.5
1965 Q 1	110	116	94.5
2	111	117	94.6
3	112	117	95.9
4	113	119	95.0
1966 Q 1	114	120	94.9
2	114	120	95.1
3	115	120	96.0
4	115	117	98.7
1967 Q 1	115	118	98.1
2	115	119	97.1
3	115	119	97.0
4	115	122	94.2
1968 Q 1	113	124	91.1
2	114	125	90.6
3	114	128	89.4
4	115	130	88.7
1969 Q 1	117	129	90.3
2	118	131	89.5
3	118	132	89.3
4	119	132	90.1
1970 Q 1	120	132	90.5
2	120	132	91.5
3	121	133	91.2
4	122	134	91.3
1971 Q 1	123	132	93.4
2	122	133	91.2
3	121	134	90.1



Notes:
(1) The index numbers of the level of stocks relate to the end of each quarter; the index of production refers to production during the quarter.
(2) The 1963 index of production has been rebased on the fourth quarter of 1962 for the purpose of this table. Estimates for the years preceding 1962 are based on the previous 1958 based index.
(3) The index number of the stocks production ratio are calculated from unrounded estimates of the data in the previous two columns.

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THE following titles and issues of Business Monitor are now available and copies may be obtained by annual subscription from HMSO, PO Box 569, London, SE1 9NH.

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(continued on next page)

BUSINESS MONITOR
continued

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A complete list of titles of Business Monitors is published on page 562 of this issue.

Production of man-made fibres in October

THE volume of production of man-made fibres in October was 4 per cent more than in October 1970.

Total production by weight of man-made fibres in October was 7 per cent more than in October 1970 with output of continuous filament 7 per cent more and staple fibre 8 per cent more.

MAN-MADE FIBRE PRODUCTION

Thousand metric tonnes (†)

		Total	Continuous filament (singles)	Staple fibre
1964		374.3	171.5	202.8
1965		391.0	179.8	211.2
1966		399.9	186.6	213.3
1967		433.2	198.9	234.4
1968		539.1	241.8	297.4
1969		553.9	252.5	301.5
1970		599.4	257.6	341.9
1969	1st quarter	141.9	65.3	76.6
	2nd quarter	143.7	64.7	79.0
	3rd quarter	125.8	57.6	68.2
	4th quarter	142.6	64.9	77.7
1970	1st quarter	146.8	63.4	83.4
	2nd quarter	155.7	67.6	88.0
	3rd quarter	148.7	60.7	88.0
	4th quarter	148.3	65.8	82.5
1971	1st quarter	157.2	72.1	85.1
	2nd quarter	153.2	69.5	83.7
	3rd quarter	147.8	66.3	81.5
1970	May	51.6	23.0	28.6
	June	51.3	22.0	29.3
	July	52.2	21.3	30.9
	August	45.5	19.0	26.6
	September	51.0	20.5	30.5
	October	48.8	22.0	26.8
1971	May	52.9	24.5	28.3
	June	49.4	22.5	26.8
	July	51.6	22.8	28.8
	August	45.4	20.4	25.0
	September	50.8	23.0	27.8
	October	52.4	23.6	28.8

(†) From July 1967, the production figures for continuous filament yarn are on an 'actual weight' basis; previously figures were on a 'delivered weight' basis which is approximately 3 per cent less than the corresponding 'actual weight'.

Machine tool deliveries and orders

PROVISIONAL figures (at current prices) issued by the Department of Trade and Industry show that total deliveries in the third quarter of 1971 dropped to £42.8 million, the lowest figure since the beginning of 1969. Net new orders continued their downward trend and for the first nine months of 1971 were 33 per cent below the comparable figures for 1970. Over the same period deliveries were 4 per cent down.

Home market

Deliveries fell to £23.8 million in the third quarter and comparing the first nine months of 1971 to the same period of 1970 were 12 per cent down. Meanwhile new orders fell to £14.3 million in the third quarter and comparing the first nine months of this and last year were 43 per cent down.

Export market

Deliveries in the third quarter at £19.0 million were about the same as in the second quarter. In the first nine months they were 10 per cent above the comparable period of 1970. New orders in the third quarter at £17.7 million showed a slight improvement but over the first nine months were 19 per cent lower than the same period of last year. At the end of September export orders outstanding were 57 per cent of all outstanding orders compared with 47 per cent at that time last year.

Numerically controlled machine tools

Deliveries in the second quarter at £4.1 million continued above the corresponding quarter of last year but new orders dropped to a total of £1.8 million, a fall of 75 per cent on the second quarter of 1970.

INDEX OF THE VOLUME OF PRODUCTION OF MAN-MADE FIBRES 1963 = 100

1964	117
1965	129
1966	142
1967	154
1968	201
1969	213
1970	238

		Actual	Seasonally adjusted
1969	1st quarter	216	204
	2nd quarter	221	211
	3rd quarter	199	220
	4th quarter	216	218
1970	1st quarter	228	214
	2nd quarter	248	236
	3rd quarter	234	258
	4th quarter	241	243
1971	1st quarter	263	252
	2nd quarter	253	242
	3rd quarter	241	263
1970	August	219	259
	September	244	263
	October	240	247
	November	251	248
	December	233	233
1971	April	255	239
	May	258	244
	June	246	243
	July	244	256
	August	224	261
	September	256	272
	October	250	258

The actual figures allow for differences in the length of calendar months but not for holidays or other seasonal variations. The seasonally adjusted figures are based on the seasonal pattern up to the end of 1970, and may be subject to slight revision when the complete figures for 1971 are incorporated. Figures for earlier periods were published in the *Board of Trade Journal* dated February 11, 1970 (page 375).

TABLE 1. METAL WORKING MACHINE TOOLS ORDERS AND DELIVERIES

£ million

	Recorded figures								
	Deliveries			Orders outstanding (end of period)			Net new orders (†)		
	Total	For export	Home	Total	For export	Home	Total	For export	Home
1966	149.1	43.5	105.6	100.6	29.5	71.1	145.5	44.2	101.3
1967	155.6	45.7	109.9	91.7	42.2	49.5	145.7	58.1	87.6
1968	153.1	53.2	99.9	105.5	49.1	56.4	166.9	60.2	106.7
1969	171.9	67.6	104.3	149.3	64.5	84.8	215.7	83.0	132.7
1970	198.7	78.5	120.2	149.2	72.7	76.5	198.5	86.7	111.8
1970 1st quarter	50.5	21.3	29.2	151.3	64.4	86.9	52.4	21.1	31.3
2nd quarter	48.3	17.0	31.3	162.0	72.7	89.3	59.0	25.4	33.6
3rd quarter	49.9	18.9	31.0	156.3	73.2	83.1	44.2	19.4	24.8
4th quarter	50.0	21.3	28.7	149.2	72.7	76.5	42.9	20.8	22.1
1971 1st quarter	55.6	24.2	31.4	132.3	67.4	64.9	38.7	18.8	19.9
2nd quarter p	44.8	19.6	25.3	120 9	64.4	56.5	33.5	16.6	16.9
3rd quarter	42.8	19.0	23.8	110.1	63.1	47.0	31.9	17.7	14.3
4th quarter									
1970 January	15.3	6.7	8.6	150.7	63.9	86.8	16.7	6.0	10.7
February	15.4	6.4	9.0	152.1	64.6	87.7	16.8	7.0	9.8
March	19.8	8.2	11.6	151.3	64.4	86.9	18.9	8.1	10.8
April	15.8	5.8	10.0	155.6	67.4	88.2	20.2	8.9	11.3
May	15.4	5.5	9.9	159.6	70.1	89.5	19.4	8.2	11.2
June	17.1	5.7	11.4	162.0	72.7	89.3	19.4	8.3	11.1
July	15.0	4.4	10.6	164.5	75.2	89.3	17.5	6.9	10.6
August	16.5	6.9	9.6	161.8	76.2	85.6	13.9	7.9	6.0
September	18.4	7.6	10.8	156.3	73.2	83.1	12.8	4.6	8.2
October	17.2	6.8	10.4	155.7	75.4	80.3	16.5	8.9	7.6
November	14.8	6.4	8.4	153.0	74.4	78.6	12.1	5.3	6.7
December	18.0	8.2	9.8	149.2	72.7	76.5	14.2	6.5	7.7
1971 January	17.5	7.9	9.6	144.4	70.5	73.8	12.6	5.7	6.9
February	14.8	6.6	8.2	139.9	69.3	70.6	10.3	5.4	4.9
March	23.4	9.7	13.7	132.3	67.4	64.9	15.8	7.8	8.0
April	15.7	6.5	9.2	127.4	65.6	61.8	10.8	4.7	6.1
May	13.8	5.5	8.3	124.9	66.5	58.5	11.3	6.3	5.0
June	15.4	7.6	7.8	120.9	64.4	56. 5	11.4	5.5	5.8
July p	13.5	5.7	7.8	117.2	64.8	52.5	9.8	6.1	3.7
August p	14.9	6.4	8.5	115.7	65.6	50.1	13.4	7.2	6.1
September p	14.4	6.9	7.5	110.1	63.1	47.0	8.7	4.4	4.4
Jan.-Sept. p 1971	143.2	62.7	80.5	110.1	63.1	47.0	104.1	53.1	51.0
Jan.-Sept. 1970	148.7	57.2	91.5	156.3	73.2	83.1	155.6	65.9	89.7
Percentage change	*−4*	*+10*	*−12*	*−30*	*−14*	*−43*	*−33*	*−19*	*−43*

p Provisional.
(†) Figures are derived from deliveries and the change in orders on hand during the period (before rounding).
Note: There may be an apparent slight discrepancy between the sum of the constituent items and the totals shown.

TABLE 2. NUMERICALLY CONTROLLED METAL WORKING MACHINE TOOLS

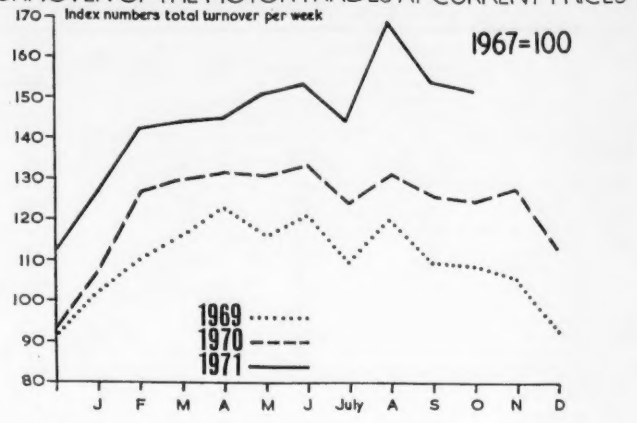
	Deliveries during the quarter						New orders received during the quarter					
	Total		For export		Home		Total		For export		Home	
	No.	Value £'000	No.	Value £'000	No.	Value £'000	No.	Value £'000	No.	Value £'000	No.	Value £'000
1966	323	4,161		904		3,257	460	7,413	141	2,793	319	4,620
1967	458	7,503		2,534		4,969	469	10,429	101	3,688	368	6,741
1968	558	11,875	109	2,547	449	9,328	505	14,231	130	4,542	375	9,689
1969	543	14,627	189	6,141	354	8,486	693	17,602	248	6,870	445	10,732
1970	600	15,739	241	6,603	359	9,136	725	21,900	350	11,241	375	10,659
1968 1st quarter	157	3,322	35	860	122	2,462	91	2,075	11	222	80	1,853
2nd quarter	110	1,976	24	434	86	1,542	149	4,904	36	1,562	113	3,342
3rd quarter	129	3,025	23	623	106	2,402	147	4,496	44	1,755	103	2,741
4th quarter	162	3,552	27	630	135	2,922	118	2,757	39	1,004	79	1,753
1969 1st quarter	123	2,995	31	831	92	2,164	163	3,627	36	1,028	127	2,599
2nd quarter	140	4,012	45	1,617	95	2,395	149	3,022	54	1,238	95	1,784
3rd quarter	133	3,010	47	1,265	86	1,745	161	4,276	69	2,064	92	2,212
4th quarter	147	4,610	66	2,428	81	2,182	220	6,677	89	2,540	131	4,137
1970 1st quarter	135	3,692	52	1,387	83	2,305	215	6,039	120	3,205	95	2,834
2nd quarter	141	3,843	45	1,185	96	2,658	227	7,162	110	3,885	117	3,277
3rd quarter	179	4,388	84	2,317	95	2,071	156	4,912	67	2,313	89	2,599
4th quarter	146	3,816	60	1,714	86	2,102	127	3,787	58	1,838	69	1,949
1971 1st quarter	191	5,559	76	2,789	115	2,770	99	3,413	50	1,901	49	1,512
2nd quarter	134	4,131	57	1,921	77	2,210	63	1,785	31	975	32	810
3rd quarter												
4th quarter												
1971 Jan.-June 1971	325	9,690	133	4,710	192	4,980	162	5,199	81	2,876	81	2,323
1970 Jan.-June 1970	276	7,535	97	2,572	179	4,963	442	13,201	230	7,090	212	6,111
Percentage change		*+29*		*+83*		*N/C*		*−61*		*−59*		*−62*

Note: Prior to 1968 numbers for Export Deliveries were not collected.

Turnover of the motor trades in October

THE total turnover of the motor trades in October was 22 per cent more by value than in October 1970, much the same as the increases on a year earlier recorded in September and for the third quarter as a whole. Sales of new vehicles remained buoyant and were 37 per cent more (in value terms) than in the corresponding month last year: in the three months August-October the average increase on a year earlier was 41 per cent, twice as much as the average for May-July. Sales of used vehicles in October were 19 per cent more than in the same month of 1970, a smaller increase than those recorded in recent months.

The value of sales in October of petrol, oil and accessories, together with receipts from servicing or repairs was 12 per cent more than in October last year, in line with the increase in the third quarter.



INDEX NUMBERS OF TURNOVER PER WEEK AND PERCENTAGE INCREASES ON A YEAR EARLIER†

1967=100

Kind of business (Turnover in 1967 £ million)	Year	1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	Jan.	Feb.	Mar.*	Apr.	May	June*	July	Aug.	Sept.*	Oct.	Nov.	Dec.*
Total turnover (£4,198 million)																	
1967	100	96	106	102	97	92	99	97	106	103	109	107	100	98	101	104	87
1968	109	119	108	106	102	108	122	127	106	112	106	106	109	103	106	111	91
1969	111	109	120	113	103	102	110	116	123	116	121	110*	120	110	109	106	93
1970	126	122	132	127	121	107	127	130	132	131	133	124	131	126	125	128	113
1971	148‡	138	150	155		127	142	144	145	151	153	144	168	154	152		
1970	13	11	10	12	19	5	15	12	7	13	11	12	9	15	15	20	21
1971	17§	13	14	22		19	12	11	10	15	15	15	29	23	22		
Analysis of turnover:																	
Sales of new motor vehicles (£1,475 million)																	
1967	100	99	110	96	95	95	103	100	111	107	110	104	94	92	98	107	83
1968	109	139	102	96	99	127	144	147	94	114	99	90	102	97	102	118	76
1969	105	110	119	104	87	97	115	120	131	114	113	93*	119	100	95	90	75
1970	123	125	133	120	113	100	132	139	136	128	134	112	130	119	117	122	103
1971	156‡	145	159	163		133	150	151	158	159	159	132	194	162	161		
1970	17	12	12	16	32	3	15	16	4	12	19	21	9	19	23	36	38
1971	25§	16	19	35		33	14	8	16	25	18	18	49	36	37		
Sales of second hand motor vehicles (£766 million)																	
1967	100	93	112	106	90	79	100	99	111	107	118	111	103	104	101	101	67
1968	103	118	107	102	86	94	130	130	106	112	103	104	104	97	96	94	68
1969	100	101	112	99	88	89	104	110	118	108	111	95*	108	95	95	96	71
1970	112	112	121	114	102	92	119	121	125	123	115	110	124	109	113	114	83
1971	137‡	127	139	145		106	136	136	134	141	141	137	158	141	135		
1970	12	10	7	15	18	4	15	11	6	14	3	16	14	16	19	20	16
1971	19§	13	15	27		15	14	12	8	14	22	24	27	29	19		
All other sales and receipts (£1,958 million)																	
1967	100	94	101	104	101	95	95	93	100	98	104	108	103	101	102	103	98
1968	111	104	113	115	111	100	102	111	115	112	114	118	115	110	112	112	110
1969	121	112	124	126	121	111	110	115	120	121	130	131*	126	123	125	122	116
1970	133	123	136	137	135	118	126	126	131	136	140	139	134	137	136	137	132
1971	147‡	137	148	154		132	137	142	140	149	154	155	152	153	152		
1970	10	10	10	8	12	7	15	9	9	13	7	6	6	12	9	12	14
1971	11§	11	9	12		11	9	13	7	9	10	11	14	12	12		

† The periods consist of four weeks except those marked* which are five weeks.
‡ Index numbers for period January to October 1971.
§ Percentage change for period January to October 1971 compared with the corresponding period for 1970.

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Steel consumption and stocks in the third quarter of 1971

Consumption of steel

CONSUMPTION of finished steel in the third quarter of 1971 is now estimated at 4,030,000 tons (5,520,000 tons ingot equivalent) after adjustment for normal seasonal variations. This is an upward revision of the provisional estimate published in *Trade and Industry*, November 18, p. 379. It does not, however, affect the conclusion that consumption is now at a very low level, the fall shown in the second quarter having continued into the third, though at a reduced rate. Details are given in Table 1.

Stocks held by merchants and consumers

Seasonally adjusted stocks are now estimated to have fallen by 182,000 tons (249,000 tons ingot equivalent), 59,000 tons more than was reported in the provisional assessment. The decrease was spread fairly evenly among sectors, with the largest fall shown in constructional engineering and building. Merchants' stocks fell proportionately more than those held by consumers.

TABLE 1. CONSUMPTION OF FINISHED STEEL BY USING INDUSTRY

Thousand tons

	1970			1971			1970			1971		
	2nd qtr.	3rd qtr.†	4th qtr.	1st qtr. p	2nd qtr. p	3rd qtr. p	2nd qtr.	3rd qtr.†	4th qtr.	1st qtr. p	2nd qtr. p	3rd qtr. p
							Seasonally adjusted					
Coalmining	112	88	109	N.A.	N.A.	N.A.	109	98	108	N.A.	N.A.	N.A.
Railways and rolling stock	95	105	95	N.A.	N.A.	N.A.	89	118	94	N.A.	N.A.	N.A.
Shipbuilding	160	159	175	N.A.	N.A.	N.A.	152	173	172	N.A.	N.A.	N.A.
Constructional engineering and building	750	677	675	N.A.	N.A.	N.A.	713	712	678	N.A.	N.A.	N.A.
Electrical engineering	194	182	178	N.A.	N.A.	N.A.	190	202	171	N.A.	N.A.	N.A.
Mechanical engineering	960	910	908	N.A.	N.A.	N.A.	917	976	896	N.A.	N.A.	N.A.
Motor vehicles	618	493	565	N.A.	N.A.	N.A.	567	551	584	N.A.	N.A.	N.A.
Hollow ware	286	272	273	N.A.	N.A.	N.A.	273	278	284	N.A.	N.A.	N.A.
Wire and wire manufactures	307	279	312	N.A.	N.A.	N.A.	291	308	312	N.A.	N.A.	N.A.
Other consuming industries	1,028	902	938	N.A.	N.A.	N.A.	994	977	929	N.A.	N.A.	N.A.
Total Home Consumption	4,510	4,067	4,228	4,581	4,249	3,729	4,295	4,393	4,228	4,409	4,105	4,030
of which:												
Private consumers	4,306	3,888	3,995	4,355	4,033	3,545	4,097	4,198	4,009	4,183	3,892	3,829
Public organisations	204	179	233	226	216	184	198	195	219	226	213	201

† 14-week period. Reduced to13-week basis for purposes of comparison.
p Provisional.

TABLE 2. ESTIMATED CHANGES IN CONSUMERS' AND MERCHANTS' STOCKS OF FINISHED STEEL BY CONSUMING INDUSTRY GROUPS

Thousand tons

	1970		1971			Stock at end of Sept.	1970		1971			Stock at end of Sept.
	3rd qtr.†	4th qtr.	1st qtr. p	2nd qtr. p	3rd qtr. p	1971 p	3rd qtr.†	4th qtr.	1st qtr. p	2nd qtr. p	3rd qtr. p	1971 p
							Seasonally adjusted					
Coalmining	+ 9	+ 6	+ 4	+ 3	+ 8	123	+ 8	+ 10	+ 6	− 3	+ 8	122
Railways and rolling stock	+ 10	+ 11	+ 5	− 5	—	118	+ 8	+ 17	+ 4	− 8	− 1	117
Shipbuilding	− 7	+ 18	− 9	− 5	− 10	268	− 10	+ 20	− 11	− 9	− 14	256
Constructional engineering and building	+ 42	+ 87	− 4	− 47	− 68	855	+ 58	+ 73	− 11	− 43	− 57	932
Electrical engineering	+ 11	− 1	− 6	− 5	− 3	119	+ 10	+ 6	− 11	− 3	− 5	117
Mechanical engineering	− 7	− 1	−34	− 26	− 59	801	+ 10	− 2	− 47	− 29	− 50	798
Motor vehicles	+ 4	− 10	+20	− 25	− 15	437	—	− 1	+ 7	− 10	− 20	438
Hollow-ware	− 7	− 34	+ 4	+ 6	− 13	151	− 1	− 33	− 3	+ 7	− 8	153
Wire and wire manufactures	+ 3	+ 7	− 1	− 2	+ 5	138	+ 6	+ 9	− 3	− 5	+ 9	138
Other consuming industries	+ 2	− 33	−26	− 57	− 13	696	+ 19	− 18	− 54	− 64	− 1	617
Total change in consumers' stocks	+ 60	+ 50	−47	−163	−168	3,706	+108	+ 81	−123	−167	−139	3,688
Of which:												
Private consumers	+ 39	+ 32	−55	−161	−176	3,453	+ 87	+ 52	−132	−156	−146	3,436
Public organisations	+ 21	+ 18	+ 8	− 2	+ 8	253	+ 21	+ 29	+ 9	− 11	+ 7	252
Changes in merchants' stocks	+ 64	+ 92	−23	− 52	− 52	735	+ 82	+ 83	− 22	− 53	− 43	745
Total changes by consumers and merchants	+124	+142	−70	−215	−220	4,441	+190	+164	−145	−220	−182	4,433

† 14-week period. Reduced to 13-week basis for purposes of comparison.
p Provisional.

TABLE 3. ESTIMATED CHANGE IN CONSUMERS' AND MERCHANTS' STOCKS OF FINISHED STEEL BY PRODUCT

Thousand tons

	1969				1970				1971			Stock at end of Sept.
Product	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	1st qtr.	2nd qtr.	3rd qtr.†	4th qtr.	1st qtr. p	2nd qtr. p	3rd qtr. p	1971 p
Sheet	+ 85	+ 44	−38	−19	+ 6	+ 57	+ 40	− 9	−58	− 45	− 11	658
Plate	+ 84	+ 50	+ 5	+ 7	+ 40	+ 34	+ 64	+ 76	−60	− 63	− 82	823
Tinplate	+ 15	+ 21	− 4	− 3	+ 19	− 10	− 5	− 41	+16	+ 9	− 13	166
Reinforcing bars and rods	+ 20	+ 2	− 9	− 9	+ 11	+ 18	+ 23	+ 4	−15	− 1	− 9	177
Other steel products	+137	+ 92	−27	+68	+136	+ 38	+ 2	+112	+ 47	−115	−105	2,617
Total consumers' and merchants' stock changes	+341	+209	−73	+44	+212	+137	+124	+142	−70	−215	−220	4,441

† 14-week period. Reduced to 13-week basis for purposes of comparison.
p Provisional.

Turnover of the catering trades, laundries and dry cleaners and hairdressers in October

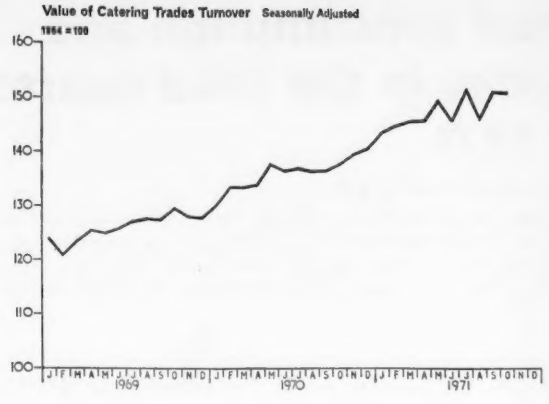
Note: all figures in this commentary are at current prices

TABLE 1. TURNOVER OF ALL CATERERS SEASONALLY ADJUSTED.

Index numbers of turnover per week (†) 1964=100

	Value at current prices (Turnover in 1964 — £1,985 million)
1964	100
1965	106
1966	111
1967	113
1968	117
1969	126
1970	136
1968 1st quarter	115
2nd quarter	116
3rd quarter	118
4th quarter	120
1969 1st quarter	123
2nd quarter	125
3rd quarter	127
4th quarter	129
1970 1st quarter	133
2nd quarter	136
3rd quarter	137
4th quarter	140
1971 1st quarter	145
2nd quarter	148
3rd quarter	150
1971 January	144
February	145
March*	146
April	146
May	150
June*	146
July	152
August	147
September*	152
October	151
1971 May-July	149
August-October	150
Percentage increase	1

† The monthly periods consist of four weeks except those marked * which are of five weeks. The October 1971 period was the four weeks from October 3 to October 30, 1971. The Otober 1970 period was the four weeks from October 4 to October, 31, 1970.


Value of Catering Trades Turnover Seasonally Adjusted
1964 = 100
160
150
140
130
120
110
100
J F M A M J J A S O N D J F M A M J J A S O N D J F M A M J J A S O N D
1969
1970
1971

Catering trades

THE total turnover of the catering trades in the three months August-October was 1 per cent more than in the preceding three months, after allowing for normal seasonal movements. This was a smaller increase than in most recent periods.

Recent percentage increases in turnover compared with a year earlier (not seasonally adjusted) for each of the main kinds of business were as follows:

Value of caterers' turnover: Percentage increases on a year earlier

	All caterers	Licensed hotels and holiday camps	Restaurants cafes and fish and chipshops	Public houses	Canteens
1971 2nd quarter	9	13	9	10	−2
3rd quarter	10	10	7	12	−2
October	10	14	11	11	−5

Note: Easter fell in the first quarter of 1970 but in the second quarter of 1971.

Laundries and dry cleaners

The turnover of laundries and dry cleaners increased by 4 per cent in October compared with a year earlier, following an average increase of 2 per cent in the third quarter.

Hairdressers

Hairdressers' turnover in October was 4 per cent more than a year earlier, a larger increase than on average in the first three quarters of the year.

TABLE 2. LAUNDRIES AND DRY CLEANERS (EXCLUDING LAUNDERETTES)

Index numbers of turnover per week *and percentage increase on a year earlier*† 1966=100

Kind of business Turnover in 1966 (Provisional estimates)		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.*	Apr.	May	June*	July	Aug.	Sept.*	Oct.	Nov.	Dec*
Total all laundries and dry cleaners (£137 million)	1967	100	97	104	102	99	94	100	96	104	104	104	104	99	102	104	101	93
	1968	100	96	103	101	100	90	97	100	100	105	102	104	100	100	104	104	94
	1969	101	97	105	103	100	93	97	101	102	103	103	103*	101	104	106	104	92
	1970	105	98	110	107	106	96	100	98	110	110	110	110	106	106	110	109	100
	1971		105	113	109		102	107	107	110	117	111	112	107	109	114		
	1970	*4*	*1*	*5*	*4*	*6*	*3*	*4*	*−6*	*8*	*1*	*6*	*7*	*5*	*1*	*4*	*4*	*9*
	1971	*4§*	*8*	*3*	*2*		*6*	*7*	*10*	*1*	*6*	*1*	*1*	*2*	*3*	*4*		
Laundries (£81 million)	1967	100	97	103	100	99	98	100	95	102	104	103	104	99	99	102	102	93
	1968	101	97	102	101	102	95	98	99	98	105	103	105	100	99	105	106	96
	1969	104	101	105	105	103	99	100	103	101	110	105	107*	103	105	108	108	96
	1970	108	101	113	110	109	103	103	97	112	111	114	113	109	107	112	113	103
	1971		109	115	113		108	109	109	112	120	114	117	112	111	116		
	1970	*4*	*—*	*7*	*4*	*5*	*4*	*2*	*−5*	*11*	*1*	*9*	*6*	*6*	*2*	*4*	*5*	*7*
	1971	*4§*	*8*	*2*	*3*		*5*	*6*	*12*	*—*	*8*	*−1*	*3*	*3*	*4*	*4*		
Dry cleaners, etc. (£56 million)	1967	101	96	105	104	99	88	101	99	106	105	104	103	100	108	107	99	91
	1968	99	94	103	100	98	82	96	102	104	105	101	101	99	101	103	102	90
	1969	97	92	103	99	95	84	91	98	103	108	100	98*	97	104	103	98	85
	1970	101	94	105	103	101	85	96	99	105	109	102	105	100	104	107	102	96
	1971		100	109	103		92	103	105	107	113	107	103	100	105	111		
	1970	*4*	*2*	*2*	*4*	*7*	*—*	*5*	*1*	*2*	*1*	*2*	*9*	*4*	*—*	*5*	*3*	*12*
	1971	*3§*	*7*	*3*	*—*		*8*	*7*	*6*	*2*	*4*	*5*	*−2*	*—*	*1*	*3*		

For notes see Table 1. §January-October.

TABLE 3. HAIRDRESSERS

Index numbers of turnover per week *and percentage increase on a year earlier*† 1966=100

Kind of business Turnover in 1966 (Provisional estimates)		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.•	Apr.	May	June•	July	Aug.	Sept.•	Oct.	Nov.	Dec.•
Total all Hairdressers (£136 million)	1967	102	98	102	104	104	96	98	101	101	103	102	105	105	101	101	101	110
	1968	104	98	104	106	107	94	98	102	104	103	105	108	107	105	103	103	113
	1969	104	101	105	106	106	99	98	104	106	107	104	107•	108	103	105	104	107
	1970	105	101	105	106	106	99	101	102	103	106	105	109	107	104	104	105	110
	1971		102	106	107		101	102	103	105	110	104	109	109	105	107		
	1970	—	—	—	—	*1*	*– 1*	*4*	*– 2*	*– 2*	*1*	*2*	*1*	—	—	*– 1*	*1*	*2*
	1971	*1*§	*1*	*1*	*1*		*2*	*1*	*1*	*1*	*4*	*– 1*	*1*	*1*	*1*	*4*		
Men's hairdressers and men's hairdresser-tobacconists (£27 million)	1967	103	97	99	106	108	99	98	96	96	98	103	109	105	104	102	102	116
	1968	105	97	103	109	110	100	98	95	100	98	109	109	108	109	103	104	121
	1969	108	100	105	112	112	101	98	99	102	103	109	112•	114	110	111	108	122
	1970	109	103	107	112	116	103	105	100	100	103	115	112	113	112	110	109	126
	1971		103	108	114		105	103	100	103	108	112	117	116	110	116		
	1970	*2*	*3*	*2*	—	*1*	*2*	*7*	—	*– 2*	—	*5*	—	*– 1*	*2*	*– 1*	*1*	*3*
	1971	*1*§	*1*	*1*	*2*		*2*	—	—	*3*	*5*	*– 3*	*4*	*3*	*– 2*	*6*		
Women's hairdressers and men's and women's hairdressers (£109 million)	1967	102	99	103	103	103	95	99	103	103	104	101	104	101	101	100	100	107
	1968	103	98	105	105	106	92	98	104	106	105	103	107	107	103	103	103	110
	1969	103	101	106	104	102	99	97	106	107	109	102	106•	106	101	102	102	102
	1970	103	100	104	104	103	97	99	103	105	107	102	108	105	101	101	103	104
	1971		102	106	105		99	101	104	105	111	102	107	106	103	104		
	1970	—	*– 1*	*– 1*	—	*1*	*– 2*	*2*	*– 3*	*– 2*	*– 2*	—	*2*	—	*– 1*	*– 1*	*1*	*2*
	1971	*1*§	*2*	*1*	*1*		*2*	*1*	*1*	*1*	*3*	—	*–1*	*1*	*2*	*3*		

For notes see Table 1. §—January-October.

Registrations of British and foreign films

The following are details of films registered by the Department of Trade and Industry under the Films Acts 1960 to 1970 during the week ended Friday, December 10, 1971. BR/E indicates that the film is a British quota film.

Title of film	Registered No.	Playing time minutes	Date of registration	Registered in the name of	Maker's name
			BRITISH		
Up The Chastity Belt	BR/E 35832/11/12/76	94	December 7	MGM-EMI Distributors Ltd.	Associated London Films Ltd.
Don't Knock The Ox	BR/E 35833/11/12/76	13	December 7	MGM-EMI Distributors Ltd.	National Film Board of Canada
The Age of Seaquarium	BR/E 35834/11/12/76	24	December 7	MGM-EMI Distributors Ltd.	Harold Baim Motion Picture Productions Ltd.
Extremes	BR/E 35836/11/12/76	83	December 7	Eagle Films Ltd.	Anthony Klinger Ltd.
The Air—My Enemy	BR/E 35839/11/12/76	26	December 8	Columbia-Warner Distributors Ltd.	Anthony Gilkison Associates Ltd.
Carry On At Your Convenience	BR/E 35840/11/12/76	90	December 8	Rank Film Distributors Ltd.	Peter Rogers Productions Ltd. and G.T. Productions Ltd.
Latitudes Of Leisure	BR/E 35841/11/12/76	24	December 8	Rank Film Distributors Ltd.	Athos Film Productions Ltd.
Wine	BR/E 35842/11/12/76	17	December 8	Rank Film Distributors Ltd.	New Zealand National Film Unit
Study In Depth	BR/E 35843/11/12/76	20	December 8	Rank Film Distributors Ltd.	Drummer Film Distributors Ltd.
Suburban Wives	BR/E 35848/11/12/76	87	December 8	Butcher's Film Distributors Ltd.	Blackwater Film Productions Ltd.
Mining Review No. 4—25th Year	BR/E 35849/11/12/76	10	December 8	Data Film Distributors Ltd.	National Coal Board
Movietone News 2218	BR/E 35605/11/12/76	7	December 9	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2218A	BR/E 35606/11/12/76	7	December 9	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
			FOREIGN		
Jouvence	F 35830	14	December 6	Miracle Films Ltd.	Marc Levie, Brussels
Where's Poppa?	F 35831	82	December 6	United Artists Corporation Ltd.	The Where's Poppa Company
Powderkeg	F 35835	75	December 7	MGM-EMI Distributors Ltd.	Silverstein International Corporation
Weasel While You Work	F 35837	7	December 8	Columbia-Warner Distributors Ltd.	Warner Bros. Productions Inc.
Run Run, Sweet Road Runner	F 35838	7	December 8	Columbia-Warner Distributors Ltd.	Warner Bros. Productions Inc.
Red Sky At Morning	F 35844	112	December 8	Rank Film Distributors Ltd.	Universal International Films Inc.
One More Train To Rob	F 35845	108	December 8	Rank Film Distributors Ltd.	Universal International Films Inc.
A Mid-Summer Night's Dream	F 35846	74	December 8	Contemporary Films Ltd.	Wolper Pictures Ltd.
Willie Wonka and the Chocolate Factory	F 35847	100	December 8	Paramount Pictures (UK) Ltd.	Wolper Pictures Ltd.

NOTE:

In the list of films registered during the week ended December 3, 1971, the name of the maker of the film 'The Camera Cops' (F 35820) should read 'Barrandov Film Studios'.

FINANCE FOR TECHNOLOGY

The National Research Development Corporation provides financial and other support for technological developments of potential commercial importance. NRDC promotes the adoption by industry of new products and processes invented in government laboratories, universities and elsewhere. NRDC is participating in joint ventures with industry on an increasing scale. By supporting projects NRDC makes it possible for individual firms or groups of companies to undertake and accelerate the development and production of new products and processes of national importance. The corporation welcomes submissions in confidence from firms who have promising new projects to launch in any branch of industry or commerce. The conditions for its considering proposals of this kind are set out in a leaflet which may be obtained on application, either by writing to the National Research Development Corporation, PO Box 236, Kingsgate House, 66-74 Victoria Street, London, SW1H 0ET, or by telephoning 01-828 3400.

Significant EEC interest in British clothing textiles at Interstoff

From the British Consulate-General, Frankfurt

BRITISH firms were once again strongly represented at the 26th in the series of twice-yearly international clothing textile fairs (Interstoff) which took place in Frankfurt from November 23-26. Out of a total of 645 direct exhibitors, 84 were from Britain (the third largest foreign contingent after those from France and Italy.)

The essentially international character and importance of these fairs is emphasised by the fact that on this occasion no less than 450 of the direct exhibitors were non-German, and that firms from 18 different countries were showing their products. Out of a total of slightly over 20,000 trade visitors (of 76 nationalities) just more than one half were foreign.

Sixty of the British exhibitors were grouped in a joint venture sponsored by the Department of Trade and Industry in conjunction with the Textile Promotion Consultative Committee, whose staff, as on previous occasions, manned an effective and useful information stand which also rendered invaluable assistance to the participating British firms.

The range of clothing textiles on show at Interstoff is very wide and British exhibitors certainly did not lag behind their competitors in the variety of materials on display. Worsteds, woollens, jersey and other knitted fabrics, jacquards, crocheted fabrics and lace, to name but a few, were well to the fore, as also were prints in endless varieties of colour and design.

The smartly decorated British stands attracted a steady stream of visitors and, with minor exceptions, the exhibitors expressed themselves well satisfied with the volume of business and inquiries. In many cases the results far exceeded the exhibitors' expectations. One firm, showing high-quality prints, reported business four times as great as the preceding Interstoff.

Noticeable trend

Although it is difficult to single out items which were in greater demand than others, all-wool flannels were obviously selling well, as also were Donegal and other tweeds and fine denims. Taffeta went well, some particularly striking black and white checks attracting much attention. As for prints it appeared that those in the higher quality ranges and of creative design were going better than run of the mill lines; indeed the demand for the higher qualities was a trend noticeable in most sectors.

British exhibitors received many orders and inquiries from Canadian buyers—far more than at any previous Interstoff—and business with buyers from the Scandinavian countries was as usual very good. Austrian, Swiss and American customers were well in evidence, and there was an encouraging increase in interest shown by German trade buyers and agents, as well as by those from other EEC countries.

The increased interest shown by EEC buyers at this, one of the first international fairs since the Parliamentary decision on British membership of the Community, is obviously significant.

Foreign buyers on part of the British joint venture stands at Interstoff.

Hotel accommodation during British Trade Drive in Denmark 1972

THE British Trade Drive in Denmark will run from February to about the end of October 1972 with high points in May and October. The Commercial Department of the British Embassy in Copenhagen advises participants in events to be held in the first half of the year that it is not too early to book their hotel accommodation now.

In any year it is essential for visitors to Copenhagen during the tourist season (roughly from the end of April to mid-October) to book hotel accommodation well in advance. It will be vital to do so next year because of British Trade Drive activities and other major events.

The number of hotel beds in central Copenhagen has been increased in the last 12 months and more will become available over the next two or three years. Hotel beds will, however, remain scarce for a large part of next year.

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Good orders placed at Tel Aviv Agricultural and Food Exhibition

From the British Embassy, Tel Aviv

BRITISH tractors, agricultural implements and handling equipment were in great demand at the British Agricultural and Food Processing Exhibition in Tel Aviv from November 16-25.

One firm who entered late sold earth-moving equipment worth about £60,000 and have prospects for a further £200,000 in sales during 1972. Also, a firm of conveyor manufacturers, new to the market, consider that they have a potential of £250,000 next year in Israel, while one firm of fork lift truck manufacturers achieved a long-sought after introduction into the Israeli brewery business. Another made an important contact in agricultural conveyor systems which could double their exports to Israel.

On the food processing and handling side, modern handling and packaging machinery attracted considerable interest.

BRITAGEX was administered by the Department of Trade and Industry and sponsored by the British National Export Council as an 'invitation only' event. The result was an attendance of about 7,000 top visitors. A special feature of the second half of the event was the visit of over 1,000 Arab farmers from the occupied West Bank, in co-operation with the Israel Ministry of Agriculture.

The first few days were marred by exceptionally heavy rain and flooding, but good weather in the second week saw much higher attendances, with four days of over a thousand per day.

Information for visitors was provided by members of the Embassy staff and also representatives of the Anglo-Israel Chamber of Commerce, The Tropical Products Institute, and the Agricultural Engineers' Association. There was also an exhibit of British books on agriculture by the British Council.

It was the second all-British exhibition to have been staged in Tel Aviv in two years. The show, opened by Mrs. Margaret Thatcher, Secretary of State for Education and Science, covered about 30,000 sq. ft. and attracted over 50 exhibitors on 48 stands.

In addition to the exhibition, a symposium on food technology was arranged on the day before the opening of BRITAGEX. Three speakers from Britain were joined by three Israeli experts in presentations before an invited audience.

Joint venture stands attract attention at IGEHO

From the British Consulate, Basel

THE fourth international exhibition for large-scale communal catering, hotels, restaurants, swimming baths and pools—IGEHO 71—was held in the halls of the Swiss Industries Fair in Basel from November 17-23. Five hundred and thirty exhibitors from 16 countries showed their goods in an area of 21,500 sq. metres (1969—18,000 sq. metres), and over 37,000 visitors passed the gates this year (1969—31,000). These increases would seem to indicate that this show is gaining in importance as an international trade fair in the field of large-scale catering and hotel and restaurant equipment.

In addition to the display of machinery and equipment, more than 1,000 participants were counted at the various conferences and symposia taking place simultaneously with the exhibition.

The two British joint venture stands were sponsored by the Department of Trade and Industry, the London Chamber of Commerce and the British Carpet Export Council. Both stands were of high quality and located well among their competitors. The stand sponsored by the Department of Trade and Industry and the London Chamber of Commerce on the ground floor covered an area of 160 sq. metres with seven firms showing their equipment and furniture for use in hotels and restaurants.

The second stand, on the first floor, consisted of six firms exhibiting on an area of 350 sq. metres sponsored by the Department of Trade and Industry and British Carpet Export Promotion Council. The stand gave a first-class picture of the high quality carpets that the British carpet industry has to offer to the international hotel and restaurant trade.

Agency leads

Business on both stands was lively and the 13 exhibitors were busy throughout the fair answering inquiries and taking orders. Two firms came with the intention of finding an agent for Switzerland. Although no agency contracts were signed during the fair they both received promising and serious inquiries which will most likely lead to agency contracts in the near future. Apart from the firm orders that were received, it can be expected that a high percentage of inquiries will eventually result in actual sales.

In addition to the 13 British firms showing their products on the two joint venture stands, there were two British exhibitors and 26 British firms represented at the stands of their Swiss agents.

The British stand was visited on the opening day by the Director of Trade Promotion for Switzerland, Mr. P. D. Stobart and on the closing day by Mr. Rex Bate of British National Export Council. Both were impressed with the quality of British goods shown and there is no doubt that this will have made an impact on customers from Switzerland and other countries. It is only to be hoped that other UK firms in this field can be persuaded to exhibit at the next IGEHO which will take place again in Basel in November 1973.

Rochester (New York State) department store salutes Britain

From the British Trade Development Office, New York

MCCURDY & Co's two week British Festival (November 8-20), billed by the family owned New York department store as a salute to the history, culture and merchandise of Britain, marked a fitting conclusion to the 1971 programme of British Store Promotions in the United States sponsored by the Department of Trade and Industry.

The Promotion was opened by Mr. John Ford, HM Consul General in New York and Director General of British Trade Development in the United States, who helped gain wide publicity coverage for the event. Vice Mayor William A. Legg officially proclaimed two British Weeks in Rochester (New York State) to coincide with the Promotion and a Union Jack was flown over the City Hall.

McCurdy & Co. have three branch stores in the Rochester area but 'Britannia '71' as their Promotion was titled, was concentrated in the Mid Town Plaza store which is an integral part of a large mall—actually the first downtown mall built anywhere in the United States. The heaviest buying of British goods for the promotion was in china, silver, gifts and housewares, but Union Jack tags were prominent in most departments throughout the store's five floors.

Alfie Howard, the official Town Crier of Lambeth, helped spread news of 'Britannia '71' not only from the television screen but also in the store, on the street and in local schools, always in his inimitable fashion. As usual, this walking, talking, bell-ringing ambassador went everywhere and met everybody and was popular with all. For him, it was the end of a circuit which began at the British Week in San Francisco in early October. Since then, even when travelling, he had been in his 17th century uniform of scarlet jacket, tricorn hat and buckled shoes—a one-man goodwill mission.

Three craftsmen

As well as Alfie Howard, the store had retained three British craftsmen who had come on with him from an earlier successful British Promotion at F. & R. Lazarus & Co., Columbus, Ohio. They were Irene Waller, art fabric designer, and Hilda Bridgewood, designer of fine china jewellery, both of whom gave in-store demonstrations, and Father Fabian of Prinknash Abbey, Gloucestershire, who showed pottery made at the Benedictine Monastery. Arthur Stewart, an authority on English paintings, presented a large collection of oils for exhibition and sale.

The Britannia theme pervaded the Mid-Town store, from the 34 display windows to the restaurant menus. A three-dimensional street scene of old London over the extensive Main Street marquee created an exciting exterior display. And in the Mall, there was a strong British feeling with streaming flags and banners, a model of the Eros Fountain, replicas of the Scottish Regalia, a display of British cars, screenings of travel films and a model of London as seen from a BOAC jetliner.

Although the opening day saw the breaking of an 1879 low temperature record, it will also be remembered for the warmth of Rochester's welcome for Britannia '71.

British consumer goods drive in Japan a great success

From the British Embassy, Tokyo

MORE than one million visitors in 12 days . . . purchases of top-quality British goods worth £¾ million . . . and an exhibition of art treasures from Britain valued at £1¼ million—these were the highlights of 'British Festival '71', the biggest promotion of British consumer goods by a Japanese department store chain, combined with a cultural exhibition organised especially for the occasion, since the Tokyo British Week in 1969.

The Mitsukoshi chain of stores, whose annual turnover exceeds £200 million, were responsible for this highly successful promotion. The venue was their main Nihombashi store in the heart of Tokyo, but special promotions of British goods also took place in other Mitsukoshi stores in the Tokyo Ginza district, Sapporo (centre for the 1972 Winter Olympics), Nagoya and Osaka, terminating at the end of November.

Cultural exhibition

Side-by-side with the promotions of British goods, Mitsukoshi mounted an ambitious cultural exhibition with the theme 'Birth of Modern Britain' (Henry VIII to Elizabeth I and James I), featuring works of art and historical objects with special emphasis on the Tudor and early Stuart period in British history. These were loaned by museums, libraries and private collec-

(continued on page 581)

Britain means business

Buyers and exhibitors acclaimed the 17th HTF as the brightest, gayest, most active and valuable Hardware Trades Fair in the International Calendar. The 18th HTF in January 1972 promises even greater action. Nearly 600 important manufacturers from many countries will be exhibiting over 35,000 products (many of them new) designed for equipping and maintaining home and garden. More than 40,000 buyers are expected to visit the fair including some 6,000 from 80 different countries, many as members of buying missions.

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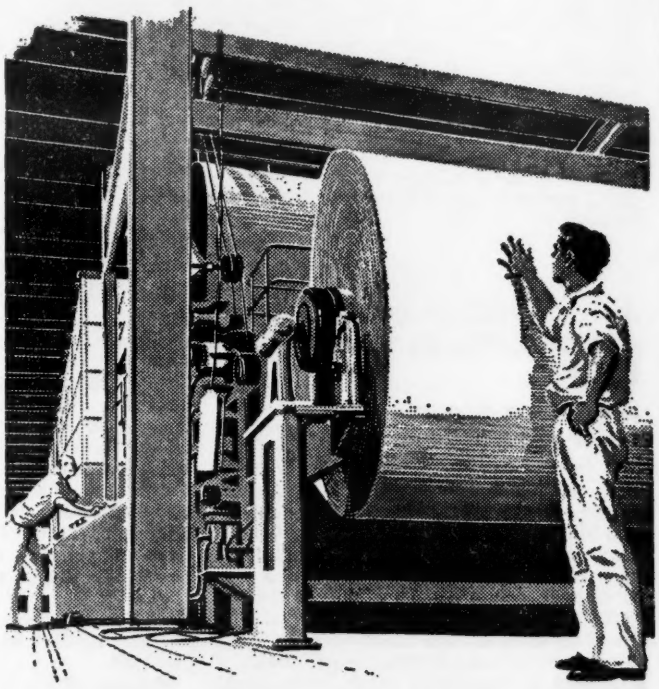

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JAPANESE STORE PROMOTION

continued from page 579

tion in Britain and brought to Japan especially for the Mitsukoshi British Festival. The exhibits, numbering over 300 items, attracted great interest among the Japanese public in all the towns where they were shown.

Golf is tremendously popular in Japan. Most appropriately the Mitsukoshi Ginza store brought originals of old golf clubs and equipment from Scotland for a special 'British Golf' exhibition. This additional attraction to the British Festival was subsequently exhibited in Sapporo and Osaka—a boost to British golfing equipment.

Royal visitors

The festival was opened by Their Imperial Highnesses Prince and Princess Hitachi—Prince Hitachi is a younger brother of the Crown Prince of Japan. HIH Princess Chichibu, sister-in-law of The Emperor, paid a special visit to the Festival and attended a large reception commemorating the event with over 1,000 invitees.

Mitsukoshi concentrated on quality British consumer goods with particular reference to 'Royal Warrant' brands. Their main Nihombashi store was almost completely taken over by Union Jacks. British goods filled the store. One floor was devoted to the sales of British goods, complete with bars selling Scotch whisky, free cups of English tea, and an English potter at work. Elsewhere, 'Made in Britain' goods were on sale at counters on all floors. Indeed, the vast ground floor hall bedecked with Union Jacks featured a replica of a leading London prestige food store, which did thriving business. Other London prestige stores from Piccadilly and Regent Street had special stands to sell quality foodstuffs, clothing and giftware available in their London stores.

Mitsukoshi catered for all ages and needs. British goods covered the whole range from men's, women's and children's wear and shoes, hard and soft furnishings, domestic and household heating equipment and appliances, leather goods, giftware and smoking requirements, and china, silver and glassware.

Apart from Scotch whisky, confectionery and biscuits, which are always popular items in Japanese department stores, the less usual items attracted attention, including functional toys. Modern furniture from Britain sold well, reflecting the ever increasing interest of the Japanese customer in western tastes and fashions.

The future

Mitsukoshi's 'British Festival '71' and the other promotions of British goods in Japanese department stores during the autumn—totalling 45 in all—will help to boost exports of British consumer goods to Japan both through direct sales and with the widespread publicity given to these events by Japanese television, radio and press. Already the department stores purchase more than £30 million worth of goods from Britain annually.

British exporters of quality goods who have had success in other equally sophisticated world markets are showing commendable initiative in meeting the challenge of the competitive, but potentially rewarding, Japanese consumer goods market.

The Fortnum and Mason stand and main entrance hall in the Mitsukoshi Nihombashi store.

INFOFORUM and the EEC

THE Common Market will be the dominating theme of the second conference on information for management—INFOFORUM—to be held in conjunction with the second appearance of INFOFAIR at Imperial College, London, from January 4-6, 1972.

'The Challenge of the EEC' will be the title of an address to be given on the opening day by Mr. Nicholas Ridley, Parliamentary Under-Secretary of State for Industry.

Describing the theme (in the conference brochure) the organisers point out that accurate and comprehensive information—effectively applied—will be a major factor of future commercial success as Britain's links with Europe grow closer.

INFOFORUM—designed for senior management—deals with information as a key resource calling for the same planning, costing and evaluation already accorded to men, money and capital equipment. Management information will be treated in the conference in the context of the new problems which will arise within the framework of the EEC

The exhibition accompanying INFOFORUM —INFOFAIR 2—will be held in the Great Hall at Imperial College, adjacent to the conference hall. Its exhibits will cover all aspects of the collection, storage, retrieval and dissemination of information—and its application to management decision-making and other industrial and commercial uses.

UK BUSINESSMEN GOING OVERSEAS

British businessmen intending to travel overseas are urged in their own interests to make the earliest possible contact, before going abroad, with the Export Services Division of the Department of Trade and Industry (DTI) (at either the Regional Office covering their area or Export House, 50 Ludgate Hill, London EC4M 7HU). The DTI in co-operation with Commercial Officers at Embassies, High Commissions and Consulates overseas, is in a position to provide advice when it is required, and to arrange for suitable introductions and contacts related to the purpose of their business. Apart from the businessman's name and his firm's, DTI needs to know the general purpose of the visit: details of his itinerary—places to be visited and dates as nearly as possible: names and addresses of local agents: type of contacts and introductions the businessman would like arranged in advance: and any other information considered helpful. This information should, where possible, be accompanied by appropriate trade literature.

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MISSIONS and TOURS

Visitors from North America

FOLLOWING the success of the inward mission of leading overseas hardware buyers to the United Kingdom early in 1971, the project is to be repeated in 1972. Sponsored by the BNEC, the Hardware Manufacturers Association and Universal Exhibitions Ltd., organisers of the International Hardware Trades Fair, the visitors spent three days at the 1971 Hardware Trades Fair during which inquiries for many millions of dollars were placed which have subsequently resulted in large orders.

A similar mission from California and Canada is now being organised to coincide with the 18th International Hardware Trades Fair, which will take place in the Grand, National and West Halls, Olympia, London, from January 24 to 28.

They will be the guests of the Hardware Manufacturers Association, whose members they will meet at a number of functions, and of Universal Exhibitions Ltd. and the British Export Board.

Moving tanks on air

A MAJOR European marketing operation is now nearing completion by Mears Construction Ltd., London, for the movement of petroleum and chemical storage tanks by hover flotation.

Mr. Paul Lewis-Jones, the company's marketing consultant, states that as a result of extensive overseas tours a number of organisations on the Continent have been appointed as associates in the establishment of the tank-moving service, using equipment designed and developed by Air Cushion Equipment Ltd., Southampton.

'After helping to promote the service and handling initial inquiries,' says Mr. Lewis-Jones, 'these companies will in most cases supply the local labour and non-specialist equipment, while we provide the engineering supervision, together with the specialist fans, skirt system, etc., for the actual tank moves.'

Interest to date has been notable in Bologna, where a demonstration of the air cushion facility was given to a group of 40 Italian engineers, France, Holland, Germany, Belgium, Sweden and Portugal.

14,000-mile round trip

THE Union of South Africa and the emergent countries of East and West Africa have been visited by Mr. Oscar Bottomley, assistant export sales manager of Brintons Ltd., Kidderminster. The visits involved a round trip of 14,000 miles in five weeks.

Though South Africa offers a developed and sophisticated market of four million potential customers, it also has a dozen established domestic carpet-making companies within the Union, and therefore poses an especial challenge to the United Kingdom exporter.

Because Government emphasis is currently on the support of home industries, the barriers erected against the importation of consumer goods by way of freight charges, import duties and sales tax add up to a formidable total.

Mr. Bottomley has since paid a flying visit to one of the Middle East countries, where he was able to conclude a contract for carpeting a new hotel with approximately 10,000 sq. yds. of Wilton.

New Year tour

LEAVING on January 24 for a tour scheduled until late March is Mr. G. F. Du May, managing director of G. F. Du May & Co. Ltd., London, a confirming and buying house for many classes of commodity; the company also carries on general marketing through a number of associate companies, and provides a London office and staff for overseas companies.

Mr. Du May will visit New Zealand, Australia, Hong Kong, Malaysia, Singapore, South Africa, Kenya and Uganda, concentrating on confirming and the sale of automotive spare parts; he also hopes to appoint representatives in some of the territories.

Two senior engineers from the Italian agents of Harris Engineering Ltd.—Aeromeccanica of Turin—recently paid a week-long visit to the Harris factory at Tunbridge Wells, Kent, to finalise technical arrangements for a number of contracts in Italy. During their stay, the two engineers also visited several sites around the country where Harris electrostatic air filters have been installed. Project currently being undertaken by Aeromeccanica is the air conditioning of a large new foundry for a leading Italian car manufacturer, where Harris air filters will be installed. Our picture shows Mr. R. J. Hunt, chief executive, Harris Engineering Ltd. (left), shaking hands with Signor Gallino, chief project engineer, Aeromeccanica, with Signor Druetta, senior electrical engineer, in the background.

Department of Trade and Industry

Offices providing services for British exporters

Headquarters

Export Services Division
Export House, 50 Ludgate Hill, London, EC4M 7HU
Tel. 01-248 5757. Telex 886143 DTI EXPORT LDN

Regional

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314 St. Vincent Street, Glasgow, C.3
Tel. 041-248 2855. Telex 77583 DTI GLASGOW

Inverness District Office
29a High Street, Inverness
Tel. Inverness 30867

Office for Wales
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Tel. Cardiff 62131. Telex 49267 DTI CARDIFF

North Wales District Office
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Tel. 0491-44261

Northern Regional Office
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Tel. Newcastle upon Tyne 27575. Telex 53178 DTI N TYNE

Yorkshire and Humberside Regional Office
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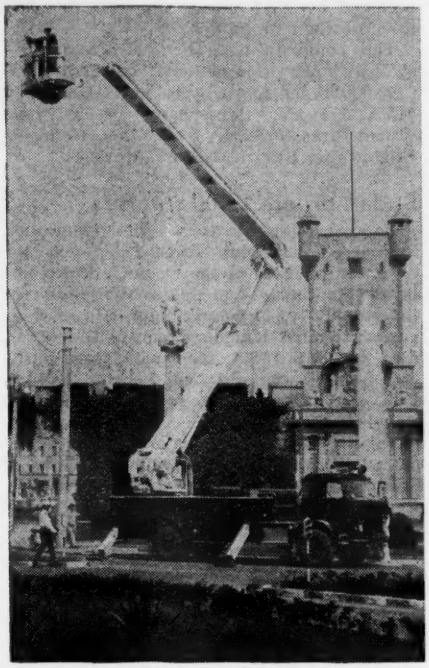
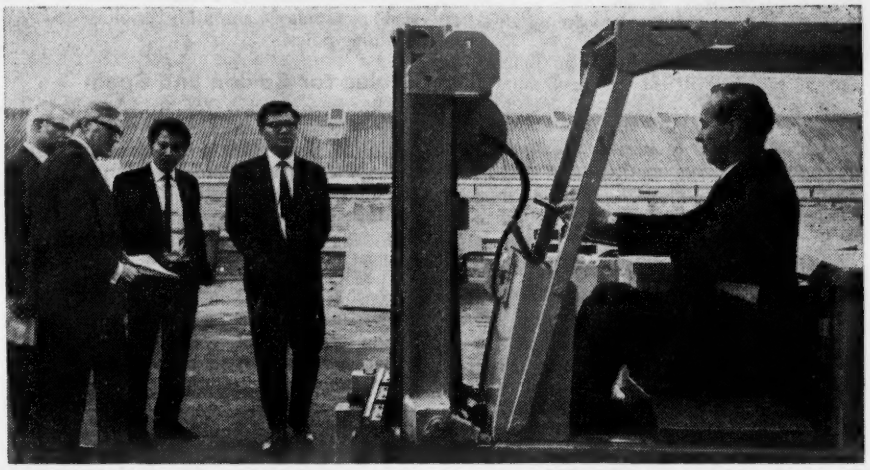


The first Simon Snorkel to be delivered in Spain, undergoing trials in front of the Puerta de Tierra, main gate to the old City of Cadiz. Bought by Ayuntamiento de Cadiz (Cadiz Town Council) as part of their first fire brigade re-equipment programme, it was supplied through FIMESA—Madrid agents for the British manufacturers, Simon Engineering Dudley Ltd., Worcs. Before being handed over to Cadiz, the Snorkel was exhibited at the Fire Brigade Congress at Zaragoza. With a maximum working height of 85 ft. the Simon Snorkel will throw a jet of water at a rate of up to 500 g.p.m. and has a rescue capacity of six persons.



Two officials from the Port of Singapore Authority watch a demonstration of the capabilities of a low pupfile electronic truck for handling containers during their visit to the plant of Coventry Climax Ltd. They are (right) Mr. J. Toh, chief mechanical engineer, and (next to him) Mr. Tan Peng Kong, civil engineer (projects). Officials with them are Mr. E. R. S. Richards, Department of Trade and Industry and Mr. E. F. Boyd, export manager of Coventry Climax Ltd.

Round-clock effort

Woodmet Ltd., Dukinfield, Cheshire, were asked to speed up despatch of 250 trolleys ordered from Fiji by cable some weeks earlier. But no cable had ever been received! The 'speed-up' request came only three days before the trolleys had to be at the quayside in London if they were to arrive in time for Christmas.

Although everyone was prepared to work 'flat out', such an order for trolleys with special 'marble' tops, popular in Fiji (and of which the company had no stocks), threw a tremendous strain on Woodmet's 20 assembly workers.

A major snag, too, was the inability of suppliers to deliver essential raw material for the trolleys until very late on the day before the consignment was to be at the docks. The problem was put to the workers, who responded magnificently—some, including part-timers, volunteered to work round the clock. At 8 a.m., as the vehicles rolled in ready to drive to London, the final nails were being hammered into the last of the 45 crates of trolleys.

The consignment just made the ship.

Whisky sales

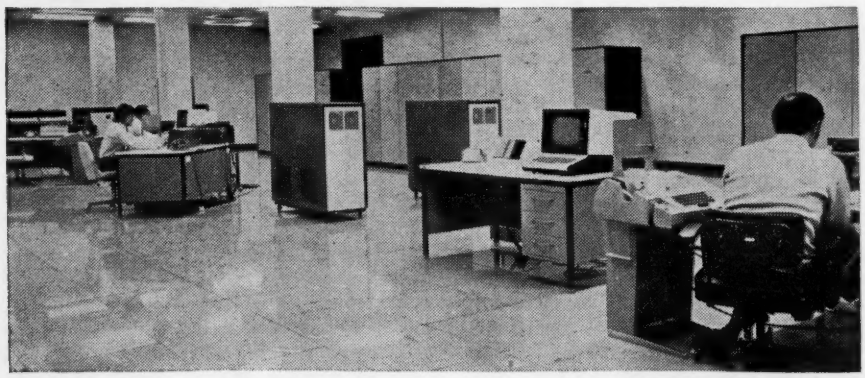
Mr. John Haffenden, the whisky broker and inventor of the 'Master Blender Pack' of Scotch whiskies, recently signed a contract with leading brewers' agents in Austria to supply a weekly 5,000-gal. tanker of his 'Highland Silk' whisky for the next 12 months. The whisky will be bottled in Austria and sold there under a 'Highland Silk' label.

The export figure for 'Highland Silk' and the 'Master Blender Pack' has trebled during the past six months, says Mr. Haffenden, managing director and chairman of Master Blenders Ltd., London.

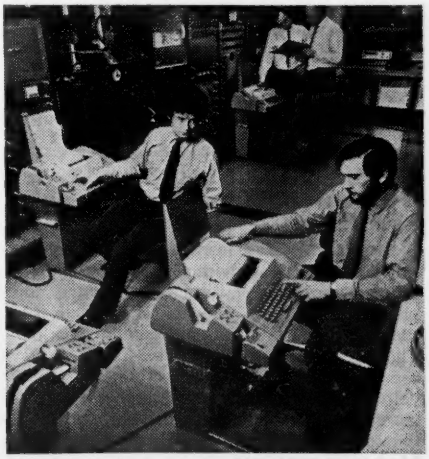
£100,000 hospital contract

The new Rashid hospital at Dubai is to be supplied with equipment, worth about £100,000, by the Leeds-based firm of Chas. F. Thackray Ltd. This hospital, scheduled for completion by mid- or late 1972, is costing about £6.5 million and will have about 400 beds; there is provision for staff accommodation and a training school for nurses.

The Leeds firm will be supplying all the equipment for four operating theatres, including built-in theatre system which enables all services to be brought under the theatre floor and delivered to the base of the operating table.



The first of the Ferranti Argus computer-controlled message switching centres ordered by the Australian Department of Civil Aviation in August 1969 as part of £1.1 million contract with Ferranti's Electronic and Display Equipment Division has successfully undergone full acceptance trials by DCA after installation at the new operations centre of Sydney Airport.
The Sydney message switching is the first of three similar automatic installations. The second one is now installed and being commissioned at Melbourne's Tullamarine Airport and the third, in an advanced state of manufacture at the Wythenshawe factory, is expected to be despatched to Brisbane ahead of schedule.



Commissioning a powerful analytical instrument system at the Luton plant of Applied Research Laboratories Ltd. before despatch to the large new Zenica steel complex in Yugoslavia. This is the biggest single export order which ARL has shipped to date and comprises three optical emission analysers and three X-ray analysers, together with two on-line computers.

Mobile radio for Dublin buses

Coras Iompair Eireann, the Dublin city services authority, has placed an order worth over £100,000 with Storno Ltd., Camberley, Surrey, for a mobile radiocommunication system for its fleet of buses.

The system is believed to be the first in Europe which will use voice communication primarily to control the movement of buses. Ten bus depots in the city will be equipped with base stations to provide communication facilities with buses on the routes associated with each depot. This will enable the controller at each depot to short-turn or re-route buses as circumstances demand, leading to an improved and more efficient service.

Orders for radio telephones

The Labgear range of SSB radiotelephone equipment has been transferred (manufacture, marketing and servicing) to Pye Telecommunications Ltd., Cambridge. Compak 8- and 24-channel versions of HF units will now be complementary to Pye Telecoms' fixed and mobile SSB equipment.

Typical recent orders for Compak lightweight man-pack equipment—a range of person-to-person radio communications announced last year by Labgear—include contracts for the Argentine and Libya, together valued at almost £150,000.

Mobile homes for France

Within a month of Marina Services (Medway) Ltd. launching sales of mobile homes with their new £3,150 double-width Landhome, they have won a £75,000 option for 25 units from a distributor in France.

'This is intended only as an initial requirement,' reports Mr. John Edwards, the company's general manager, adding that the option should open up a valuable export connection with the Continent.

The centrally heated and fully furnished and carpeted Landhome was originally developed in co-operation with the manufacturers, Morris Homes Ltd., of Rolvenden, Kent.

Switchboards for Kuwait

The largest single contract for 11 kV switchgear ever placed with South Wales Switchgear Ltd.—part of the Aberdare Group—has been received from Kuwait. Valued at well over £500,000, the order covers four-panel 11 kV, 350 MVA distribution switchboards and ancillary equipment for installation throughout the territory.

Used computer for French wool merchants

A £65,000 used computer has been exported from its previous site near Birmingham to the headquarters of a French company in Roubaix, reports Promodata Ltd., the UK-based international computer dealers. The computer, an IBM System 360/30 processor with 65,536 bytes of memory, was delivered to its new owners, Les Etablissements Mulliez, wool merchants, at the beginning of October and replaces another Model 30 processor.

Before being removed from its original site at the Smethwick headquarters of GKN Group Services, the IBM computer was modified to meet the requirements of the French company.

The second IBM System 360/30 to be exported to France this year, it is also the third to Europe during the past 12 months.

Javelins for the Greeks

Accles & Pollock Ltd., a TI Steel Tube Division company of Oldbury, Worcs, has won a £5,000 contract from Greece for 1,750 Apollo tubular light alloy javelins and 400 vaulting poles.

Scales for Ceylon and Spain

Two major orders for British-built scales have been won in Ceylon and Spain by W. & T. Avery Ltd., Birmingham. The first order, valued at approximately £50,000, is for 2,000 platform scales (type 3901 AAG) for the Ceylon Paddy Marketing Board; this was placed through the Avery-owned associate company in Ceylon.

The Spanish order, worth approximately £8,000, is from Soler and Soria, Avery agents in Alicante, for 95 coin-in-the-slot person weighers of 125kg capacity for installation at coastal tourist resorts.

Tractor shovels for Colombia

An order worth over £500,000 has been won by the Construction Equipment Division of Eaton Corporation at Telford, Shropshire. From the Ministerio de Obras Publicas of Colombia, the order is valued at £557,450 and is for 52 Yale model 164A tractor shovels with spares backing. It was placed through Eaton's agents in Bogota, Saravia Bravo Ltda.

This is the second major order the Division has secured from the Colombian Government this year. The first — worth £462,000—also for Yale model 164A tractor shovels, was shipped to Colombia in April.

£1 million orders in 10 weeks

A £450,000 order has been obtained by Yorkshire Electric Transformer Co. Ltd.—part of the Aberdare Group—for the manufacture and supply of a number of power transformers up to a rating of 80 MVA, 132 kV. The contract, the largest export order ever obtained by the company, was awarded by the China Light and Power Co. Ltd., Hong Kong, and calls for delivery of the transformers during 1972 and 1973.

This latest order brings the total of orders obtained by YET during the past 10 weeks to more than £1 million.

The company has also been awarded—against open international competition—a £290.000 order for delivery next year of 30 MVA, 115 kV, three-phase, 50/60 cycles system transformers from the Comision Federal de Electricidad of Mexico.

Sudan orders 1,000 tractors

Following negotiations in Khartoum, agreement has been reached between the Agricultural Bank of the Democratic Republic of the Sudan and Massey-Ferguson for the supply of tractors from Massey-Ferguson's United Kingdom plants. The order, for 1,000 MF 185 tractors with spare parts, has been placed through Lonrho Exports Ltd., purchasing agents for the Democratic Republic of the Sudan.

This is the second major contract concluded between the Agricultural Bank of Sudan and Massey-Ferguson. The first contract, signed in 1969, covered 400 MF tractors and a range of implements.

It is also the second 1,000-tractor order secured by Massey-Ferguson in the past few months. At the end of September it was announced that the company was supplying 1,000 MF 135 tractors to Ceylon under a Government-financed order arising from a British loan administered by the Crown Agents in London.

Telephone equipment to Fiji

Private automatic branch exchanges and floor pattern switchboards are to be exported to Fiji as part of a £22,000 contract won by Plessey Telecommunications. The order was awarded by the Crown Agents and the equipment will be manufactured at the company's factories at Beeston (Nottingham) and Speke (Liverpool).

Some 78,000 Swiss rolls left London recently for Kuwait—4,076 miles and 14 days away. The consignment represented United Biscuits' largest cake order to date from Kuwait, and the task of delivering the goods in perfect condition was entrusted to the Union Cartage Co. Ltd. of Brentwood, Essex. UCC's fleet of temperature-controlled vehicles is claimed to be one of the largest in Europe, and this is believed to be the first time that deep-frozen cakes have been carried by road to the Gulf Area from the United Kingdom. Our picture shows, left to right foreground, Mr. M. W. A. Norris, general manager of UCC, Mr. Michael Bailey and Mr. Barry Marshall of United Biscuits. The driver is Mr. Charlie Wise.

Mural for Bahrain Airport

A mural, 16 ft. long by 9 ft. tall, has been assembled in London for shipment to the Gulf State of Bahrain. It will be erected in Bahrain's new airport which will be inaugurated by the Emir as part of the celebrations marking the State's independence and the 10th anniversary of the accession of Shaikh Isa bin Sulman Al Khalifa.

A complex and imaginative work, the mural combines the legends of Bahrain with the record of its 5,000-year history as a trading centre. Combining painting, silkscreen printing, metal work, colour transparencies and sculpture, it will be sited in the main transit lounge of the airport. Gods, kings, mythical animals, the ships of five millennia and the industrial development projects of the present day are intermingled (but related in sequence to each other) over its surface.

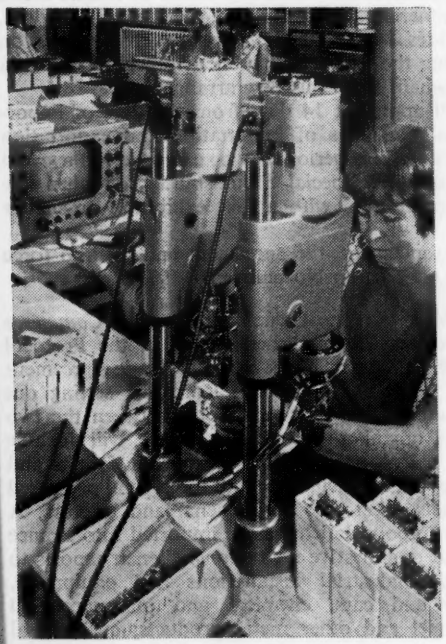
The Government of Bahrain commissioned the mural from Michael Rice and Company, public relations consultants to the Government, who have compiled the many-levelled story which the mural relates. The company retained designer and artist Barry Evans to create the mural while the sculpture, based on ancient sources associated with Bahrain's history, was carried out, either in polystyrene or in fibreglass, by Derek Howarth.

Orders at Zagreb exhibition

Block & Anderson Ltd., the Hammersmith, London, business efficiency and office equipment specialists, booked orders in excess of £15,000 at the recent Zagrem exhibition. Main interest was in the Banda range of line selection spirit duplicators, the Bandalith office duplicator, Banda platemakers and Bandaflex thermal copiers.

This is B & A's third participation in a joint-venture exhibition at Zagreb, and results have been progressively better each year.

Mr. F. W. Hartley, the company's export director, who is also chairman of the Export Committee of the Business Equipment Trade Association, is firmly convinced of the value of Government-sponsored exhibitions.



More than £250,000 worth of community antenna television (CATV) equipment has been ordered by Radio Telefis Eireann, the Irish State broadcasting authority, from EMI Electronics Ltd. during the past 18 months. The EMI 'Colorline' distribution amplifiers and associated passive devices, supplied by the company's Telecommunications Group, are being used by RTE in setting up CATV, 'wired TV', networks to give greatly improved television and radio reception in the Republic. Photograph shows some of the 75,000 subscriber outlet boxes, being supplied to RTE, during final stages of manufacture at EMI's Hayes, Middlesex, plant.

Contracts worth £2.4 million

Balfour Kilpatrick (International) Ltd. has won contracts in the Middle East and Africa with a total value of £2.4 million.

Three of the contracts are in Saudi Arabia—for electrical and mechanical services installation at Khamis Mushayt Airport, for the installation of airfield lighting equipment at Taif and Tabuk, and to supply electrical equipment for sewage treatment plant at Mecca and Jeddah.

In Muscat, at Port Qaboss, power and lighting installation will be undertaken, and at Qatar a contract for the electrical and mechanical supply and installation of the fire protection system at the local fertiliser project has been obtained.

The company is to undertake the complete electrical installation at Tamale and Kumasi Airports, in Ghana, and will provide the complete installation of electrical and instrumentation services for a steel mill complex at Annaba, Algeria.

Two more airliners ordered

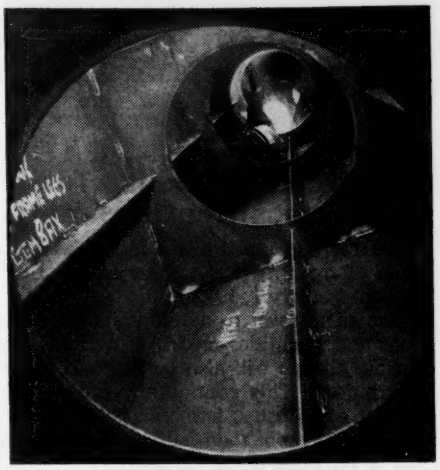
Thai Airways, Thailand's domestic airline, has ordered two more Hawker Siddeley 748 turboprop airliners—the third repeat order by the airline, bringing its total 748 fleet operating in Thailand up to nine aircraft. Another HS 748 is operated by the Royal Thai Air Force for the King's Flight.

The two new aircraft, valued at over £1 million, will help Thai Airways to meet their rapidly expanding business on domestic routes. The airline started operating Hawker Siddeley 748 aircraft in 1964.

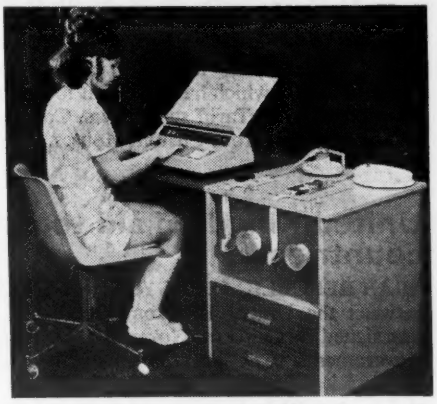
This latest sale brings the total order book for the HS 748 up to 254 aircraft, of which over 200 are export sales.

Modernisation in Spain

Davy and United Engineering Co. Ltd., Sheffield, a Davy-Ashmore company, is to modernise the existing Morgan continuous rod mill at the Santander plant of Nueva Montaña Quijano SA, the Spanish steel company. The order, worth around £1.2 million, has been received through The Davy Construction Co. Ltd., main contractor to the Spanish company.



The latest giant Paceco-Vickers Portainer, a dockside container crane manufactured by Vickers Ltd. at Newcastle upon Tyne, is for export to the Port of Flushing, Holland. The Portainer—a 41 metric ton capacity 'A' frame-type—was built of mild steel, and welded almost entirely with BOC electrodes and welding wires. Our picture shows the welding of the inside of the box section legs of the container crane with BOC Lynx IIB equipment.



As announced recently, Kode Ltd., Calne, Wilts, have supplied business machines, spares and special tools to the National Electricity Administration Computer Centre, Baghdad, the order being placed through the National Cash Register Co. (Iraq) WLL. The order comprised punches, verifiers and terminal teletypes with Arabic characterisations. Our picture shows an operator using equipment of the kind supplied to the Centre.

AIR MAIL FOR EXPORT CORRESPONDENCE

All correspondence overseas should be done by air but care should be taken that mail is fully stamped as correspondence may be delayed and export opportunities lost. Outside busy periods, such as Christmas, the Post Office often makes up postage on insufficiently stamped airmail letters (though this cannot be guaranteed) provided the sender's name and address appears on the envelope. An insufficiently stamped airmail letter not having this information may be sent surface mail or the addressee may be called upon to pay double the missing postage. Full details of overseas postage rates (and much other useful information) are given in the Post Office Guide, obtainable at all post offices, price 12p. Another useful publication is the monthly Air Mail Leaflet which gives postage rates, times of transmissions and the latest posting times which vary with airline schedules. The Air Mail Leaflet is available free from all post offices and a standing order can be placed for its regular delivery.

TRADE INFORMATION

In many cases further information on the notices published on these pages is available from the Department of Trade and Industry. The main branches concerned are: Commercial Relations and Exports (CRE) Division, DTI, 1 Victoria Street, London SW1H 0ET (Tel: 01-222 7877); and Export Services Division (ESD) and Export Data Branch (EDB), both at DTI, Export House, 50 Ludgate Hill, London EC4M 7HU (Tel: 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (CRE, ESD or EDB) and the appropriate telephone extension number. In the Tariff and Trade Notices section countries are grouped by continents as far as possible; they are listed alphabetically on the contents page.

Customs and Excise Tariff and overseas trade classification: metrication

WITH the agreement of the industries concerned additional metric units of quantity will appear in the Customs and Excise Tariff as from January 1, 1972.

The changeover to metric units will affect mainly trade descriptions and quantities on which overseas trade statistics are based; but the change will also be made in a number of duty rates and descriptions. This continues a process of change which, at the request of industry, has been going on for some time. The effect will be that more than half by value of United Kingdom imports will be recorded in metric terms.

Declarations on Customs entries for both imports and exports must be in the units specified in the Tariff. Thus, where the Tariff units of quantity for particular goods are metric, declarations of quantity on Customs entries must be expressed in those metric units.

From January 1, 1972 Tariff chapters containing metric units will be as follows—those italicised being fully metricated:

9, 11, 13, 14, 15, 21, 23, 25, *26*, 27, *28*, 29, *30*, *31*, 32, 33, 34, *35*, 36, 38, 39, 40, *43*, *44*, *45*, *47*, *48*, 49, 51, 53, 56, 57, 59, *63*, 68, *69*, *70*, *71*, *72*, 73, *74*, *75*, *76*, *77*, *78*, *79*, *80*, 81, 84, 85, 86, 87, *88*, *92*, 94, *95*, *97*

HM Customs and Excise have given details of the changes in Notice No. 472 which has been sent together with the Tariff amendment pages to all Tariff subscribers. Copies of this Notice may also be obtained free from Custom Houses.

United Kingdom aid to developing countries

ARAB REPUBLIC OF EGYPT: A technical assistance agreement between the United Kingdom and the Arab Republic of Egypt was signed in Cairo on November 29, 1971 providing for the two Governments 'to develop to the maximum possible extent economic, social, scientific, technical and educational co-operation in Egypt and to strengthen training and technical development programmes there.' Under the agreement Britain will provide training in this country for Egyptians, the services of British experts and consultancies, and equipment and books for appropriate projects.

Inquiries relating to this notice should be addressed to the Overseas Development Administration, Foreign and Commonwealth Office, Eland House, Stag Place, London, SW1. (Tel. 01-834 2377, Extn. 182).

SEYCHELLES: As part of a scheme for the redevelopment of the town and port of Victoria, the Seychelles capital, Britain has made available £484,000 for a sewerage and sewerage disposal system for newly reclaimed areas which are to be developed as a new town centre and a port area.

The scheme is based on the recommendations of consulting engineers, Sir William Halcrow and Partners and David Balfour and Partners. Phase I of the project will consist of the laying of sewers, the provision of intermediate pumping stations and full treatment works incorporating sewerage disposal facilities for the reclaimed areas and a small part of Victoria. Phase II of the project which it is intended to commence in about two years time will extend the facilities to the town of Victoria itself together with two adjacent populated areas, Belonie and Mount Buxton.

Sir William Halcrow and Partners will be employed as Consultants and the Crown Agents will act for the Seychelles government during the project. The contract for the work itself has been awarded to Messrs. Costain Civil Engineering who earlier this month obtained a £2.4 million contract from the government of the Seychelles, financed by the ODA, for work connected with the redevelopment of the town and port.

CRE Ext. 2226, quoting reference number CRE 34909

ANGLO-GERMAN TAXATION AGREEMENT: The Department of the Environment announce that an agreement has been signed in Bonn under which, in recognition of the waiver of vehicle excise duty on German commercial vehicles visiting the United Kingdom, the German authorities have agreed to waive vehicle taxes on British vehicles visiting the Federal Republic. Both passenger and goods vehicles will benefit from this new arrangement.

The exemption will apply for 14 days from the date of importation of the vehicle, the dates of importation and exportation each counting as one day. This period may be extended in the event of a breakdown or of other special circumstances, or when the journey is made in connection with a fair, exhibition or similar event.

Under a special arrangement, the agreement entered into force administratively with effect from November 20, 1971.

FRANCE AND ROMANIA: The French *Moniteur du Commerce International* of November 25, published details of the Protocol for the year 1972, within the terms of the five year Trade Agreement of January 9, 1970, between France and Romania, setting out particulars and amounts of the bilateral quotas between the two countries for 1972. Romanian exports to France will include agricultural produce, petrol, gas and fuel oils, textile fabrics and clothes, mechanical appliances including hand tools, semi processed iron and steel products, electronic components and tractors. A second list sets out the goods which can be imported into France from Romania without quantitative restrictions. French exports to Romania will include industrial installations and equipment, engineering products and cars, chemical and pharmaceutical products, iron and steel and other metal products, agricultural products and books.

EDB Ext. 423/408/288

(continued on page 589)

EXPORTS & EXPORTERS SHOULD GO TO THE EXPERTS

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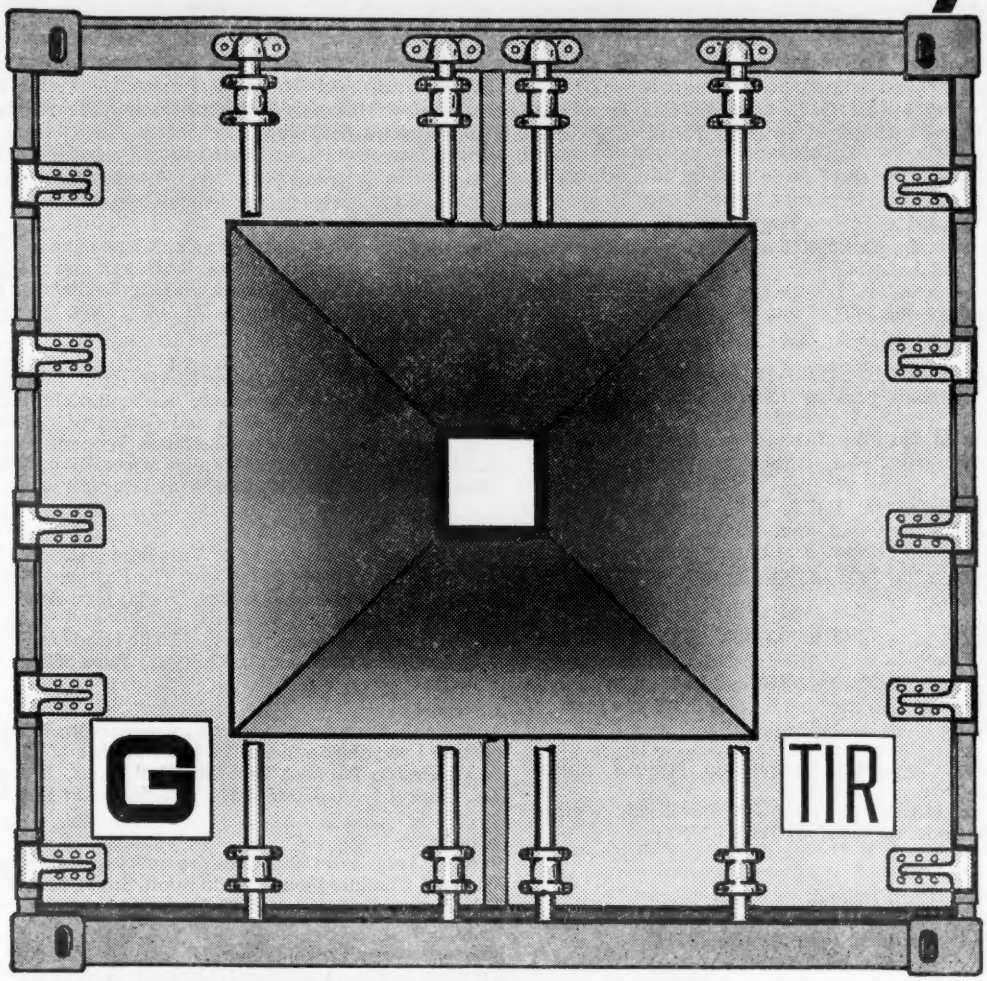
Mrs. P. D. Griffiths, Langham Hse, 308, Regent St, London, W1R 5AL
Tel: 01-580 8417, Telex 28535

SHIPPING AND FREIGHT
Mr. L. J. Sloan, 27, Thomas St, London Bridge, London, S.E.1.
Tel: 01-407 5075. Telex 888168

Either of these people can take both your shipping and travel enquiries.

A Tunnel to Germany



If Gentransco were to make a tunnel from here to Germany, then perhaps they might, just might be able to give a quicker and better service, than they already do.

Groupage services to and from: Berlin, Bielefeld, Cologne, Dusseldorf, Frankfurt, Hagen, Hannover, Mannheim, Munich, Nurnberg, Stuttgart.
Enquiries to Gentransco Services Ltd.,
P.O. Box 166, Central House, London, E15 2PT. Telephone: 01-534 6655 Telex: 897153/4
or, 40 King Street West, Manchester M3 2NX. Telephone: 832 6411 Telex: 667659
or our branches at: Atherstone, Bradford, Bristol, Cardiff, Hull, Liverpool and Plymouth.

GENTRANSCO SERVICES LTD

Addresses of ECGD Local Offices

The Export Credits Guarantee Department (ECGD) is a Government Department providing export credit insurance for United Kingdom exporters. Its object is to provide on a self-supporting basis, the cheapest form of export credit insurance possible. Total business declared for the Financial Year 1970-71 was £3,225 million. The Head Office of ECGD is at Aldermanbury House, Aldermanbury, London, EC2P 2EL. Tel. 606 6699, Telex 883601. The Department's local offices are as follows:

London (City)
London postal districts E., and E.C.2 and 3, and the county of Essex.
J. V. Baker, Marlon House, 71-74 Mark Lane, London EC3R 7HS. Tel. 488 3491. (Code: 01-488 3491) Telex 886888.

London (South)
London postal districts of E.C.4, S.E.1-27 and S.W.1-20. Counties of Kent and Surrey (Greater London Council Area only).
G. J. A. Link, First Floor, Lancaster House, 70 Newington Causeway, SE1 6EG. Tel. 407 5011. (Code: 01-407 5011) Telex 888575.

London (North)
London postal districts of N., E.C.1, W.C.1 and 2, County of Hertford and Middlesex (part GLC area only).
D. A. Green, 1-4 Old North Street, Red Lion Square, WC1R 4TE. Tel. 405 8991. (Code: 01-405 8991) Telex 2633615.

London (West End)
London postal district N.W. and W. Middlesex (part GLC area only).
D. G. Hake, Waverley House, 7-12 Noel Street, London, W1V 3PB. Tel. 1-437 2292. Telex 24105.

Bedford
Counties of Bedford, Cambridge, Huntingdon, Norfolk, Suffolk and Northamptonshire.
M. J. Crane, Heron House, 49-51 Goldington Road, Bedford. Tel. Bedford 58798 (Code: 0234 58798) Telex 82350.

Belfast
The six counties of Northern Ireland.
R. H. Forsyth, River House, High Street, Belfast, BT1 2BE Tel: Belfast 31743/4 (Code: 0232 31743/4) Telex 74577

Birmingham
Counties of Shropshire, Hereford, Worcester, Warwick, Merioneth, Montgomery, Radnor and Stafford.
B. T. Clark, Chamber of Commerce House, Harborne Road, Birmingham B15 3DL Tel. Edgbaston 4375. (Code: 021-454 4375) Telex 33132.

Bradford
The West and North West of the West Riding of Yorkshire (excluding Barnsley, Harrogate, Otley, Pudsey, Ripon, Wakefield and Yeadon).
F. Wilmot, West Riding House, Cheapside, Bradford, BD1 4LG. Tel. Bradford 25147. (Code: 0274 25147) Telex 51161.

Bristol
Counties of Gloucester East of the Severn, Wiltshire, Dorset, Somerset, Devon, Cornwall and the Channel Islands.
W. D. Begg, Washington House, Great George Street, Bristol, BS1 5QL. Tel. Bristol 22102. (Code: 0272 22102) Telex 44248.

Cardiff
Gloucester West of the Severn, Cardigan, Brecon, Pembroke, Carmarthen, Glamorgan and Monmouth.
G. H. Turl, St. David's House, Wood Street, Cardiff, CF1 1ES. Tel. 26657. (Code: 0222 26657) Telex 49284.

Crawley
Counties of Surrey (excluding area covered by GLC) and Sussex.
F. R. Burge, Barden House, 36 Spencers Road, West Green, Crawley, Sussex. Tel. 23444. (Code: 0293 23444) Telex 87374.

Edinburgh
The counties of Angus, Berwick, Clackmannan, Dumfries, Fife, Kinross, the Lothians, Peebles, Roxburgh and Selkirk.
J. S. Anderson, 108 George Street, Edinburgh, EH2 4LN. Tel. Caledonian 3004. (Code: 031-225 3004) Telex 72170.

Glasgow
The counties of Aberdeen, Argyll, Ayr, Banff, Bute, Caithness, Dunbarton, Inverness, Kincardine, Kirkcudbright, Lanark, Moray, Nairn, Perth, Renfrew, Ross and Cromarty, Stirling, Sutherland, Wigtown and the Orkneys, Shetlands, Western Isles and Hebrides.
R. H. K. Hughes, 7 West George Street, Glasgow, G2 1BL. Tel. Central 3056. (Code: 041-221 3056) Telex 77130.

Leeds
The East and North Riding of Yorkshire (excluding the area North of a line from Yarm to Staithes). The East and North of the West Riding of Yorkshire (including Goole, Harrogate, Otley, Pudsey, Ripon, Wakefield and Yeadon).
W. A. Luxton, Headrow House, 42 The Headrow, Leeds, LS1 8HD. Tel: Leeds 30082. (Code: 0532 30082) Telex 55232.

Liverpool
The Welsh counties of Anglesey, Caernarvon, Denbigh and Flint: parts of Lancashire and Cheshire and the Isle of Man.
J. M. Foster, Number One Old Hall Street, Liverpool, L3 9HJ. Tel. Central 5756. (Code: 051-236 5756) Telex 62537.

Manchester
Parts of Lancashire and Cheshire and parts of Derbyshire.
W. Ford, Cheshire House, 18-20 Booth Street, Manchester, M2 4AJ. Tel. Central 8861. (Code: 061-236 8861) Telex 667756.

Newcastle upon Tyne
Counties of Northumberland, Durham, Westmorland and Cumberland; part of North Riding of Yorkshire, including Middlesbrough, Redcar and Thornaby-on-Tees.
R. A. Bounds, 2 Osbourne Road, Newcastle upon Tyne, NE2 2BL. Tel. Newcastle 814214. (Code: 0632 814214) Telex 53305.

Nottingham
Counties of Leicester and Rutland, and parts of the counties of Nottingham, Derby and Lincoln.
A. E. Beedle, Equitable House, Old Market Square, Nottingham, NG1 2LE. Tel. 46585. (Code: 0602 46585) Telex 37566.

Reading
Counties of Berks, Bucks, Hants, Oxford and West Middlesex.
K. I. Humphrey, 18 The Forbury, Reading, RG1 3EJ. Tel. Reading 580577. (Code: 0734 580577) Telex 84422.

Sheffield
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New York
In the United States exporters can obtain assistance from the Department's resident representative for the United States and Canada.
J. A. Dorrian, DFM, 150 East 58th Street, New York, 10022, USA. Tel. 593 2258. Telex 420543.

TRADE INFORMATION
continued

ITALY AND THE PEOPLE'S REPUBLIC OF CHINA: The Italian *Informazioni per il Commercio Estero* of November 3, announced that a Trade and Financial Agreement between Italy and the People's Republic of China was signed in Rome on October 29, 1971. The Agreement is valid until December 31, 1974, to be renewed tacitly thereafter from year to year. It aims at facilitating and developing trade between the two countries and covers preferential customs treatment for certain products. Details in the Italian language including commodity lists, are available on application.

EDB Ext. 466/467/482

DENMARK AND BULGARIA: A Protocol to the long-term trade agreement between Denmark and Bulgaria covering the period January 1 to December 31, 1972, was signed in Copenhagen on November 5, 1971. Details of the Protocol with quota lists for 1972 are available.

EDB Ext. 466, 467 and 482

ECGD BACKS £17 MILLION CONTRACT FOR ZAMBIAN COPPER MINING PROJECT: The Export Credits Guarantee Department has signed a Financial Guarantee covering finance for the larger part of a £17 million contract awarded to Balfour, Beatty and Co. Ltd. (a member of the BICC Group) by Roan Consolidated Mines Ltd., Zambia, for engineering and construction work at the Chambishi copper mine.

Morgan Grenfell and Co. Ltd., acting on behalf of a syndicate of British banks, has made a £9.52 million loan available to Roan Consolidated Mines Ltd., to finance the UK goods and services being provided under the contract. The loan is repayable over a period of eight years from completion of the construction work.

Chambishi is at present an open-pit operation with an annual capacity of 24,000 metric tons of copper. It is planned to increase output to 48,000 tons a year by 1973 through the development of underground mining at an estimated capital cost of £24 million.

Balfour, Beatty and Co. Ltd. will undertake the civil and mechanical construction of surface installations for the project. The work will include the extension of the metallurgical buildings and the installation of crushing plant, flotation plant, head frame and winding plant with ancillary services.

Funds for the loan will be provided by a syndicate of British banks comprising the Bank of Scotland, Barclays Bank, Clydesdale Bank, Coutts & Co., Lloyds Bank, Midland Bank, National Westminster Bank, The Royal Bank of Scotland and Williams & Glyn's Bank.

TARIFF & TRADE NOTICES

European Communities

COMMON AGRICULTURAL POLICY: The texts of the following Regulations and Decisions which affect the various agricultural sectors in the EEC have been published in the *Journal Officiel des Communautés Européennes*. The French texts of the Regulations and Decisions may be seen on application.

General

Regulation (CEE) No. 2535/71 modifies the countervailing amounts fixed in the agricultural sector following the temporary widening of the margins of fluctuation in the currencies of certain Member States. (*Journal Officiel* No. L262 dated November 27, 1971.)

Seeds

Regulation (CEE) No. 2358/71 relates to the setting up of a common organisation of the markets in the seeds sector. (*Journal Officiel* No. L246 dated November 5, 1971.)

Decision 71/379/CEE authorises Germany to permit until July 31, 1972 inclusive, the marketing of certified fescue seeds, subject to less stringent requirements. (*Journal Officiel* No. L263 dated November 29, 1971.)

Decision 71/380/CEE authorises the Netherlands to permit until December 31, 1971 inclusive, the marketing of three varieties of barley, subject to less stringent requirements. (*Journal Officiel* No. L263 dated November 29, 1971.)

Decision 71/381/CEE authorises France to permit until April 30, 1972 inclusive, the marketing of wild white clover seed, subject to less stringent requirements. (*Journal Officiel* No. L263 dated November 29, 1971.)

The lists of Tariffs, Customs and Import Regulations changes in overseas countries published in this section of *Trade and Industry* sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view. Items which fall into this category are preceded by the letters rtm. Readers should note that this prefix signifies that the words are registered as trade marks in the United Kingdom but that in the present context are assumed to refer generally to products of the descriptions stated in brackets. While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

Milk and milk products

Regulation (CEE) No. 2369/71 modifies Regulations (CEE) Nos. 1053/68 and 2683/70 in so far as it concerns the classification of certain tariff headings for milk products. (*Journal Officiel* No. L246 dated November 5, 1971.)

Fruit and vegetables

Regulation (CEE) No. 2543/71 relates to the application of the Common Customs Tariff to imports of mandarins, satsumas, clementines, tangerines, and other similar citrus hybrids originating in Spain. (*Journal Officiel* No. L262 dated November 27, 1971.)

Regulation (CEE) No. 2544/71 relates to the application of the Common Customs Tariff to imports of mandarins, satsumas, clementines, tangerines and other similar citrus hybrids originating in Turkey. (*Journal Officiel* No. L262 dated November 27, 1971.)

EDB 7174/408

(*continued on next page*)

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EUROPEAN COMMUNITIES

continued

TARIFF QUOTAS IN THE EEC: The *Journal Officiel des Communautés Européennes* No. L262 dated November 27, 1971 contains the text of Regulation (CEE) No. 2534/71 setting up a Community tariff quota for 2,806 tonnes of dried grapes in immediate containers of a net capacity of 15 kg. or less falling within the EEC Common Customs Tariff heading 08.04 BI at a 1.2 per cent rate of duty for the period December 1, 1971 to November 30, 1972. This quota has been allocated on the following basis:

Germany	2,141 tonnes
Benelux	330 tonnes
France	265 tonnes
Italy	70 tonnes

Details of the method of allocation and of the conditions attached to the quota, together with the French text of the above-mentioned Regulation may be seen on application.

EDB 7174/408

EEC/IRAN AGREEMENT: The *Journal Officiel des Communautés Européennes* No. L262 dated November 27, 1971 contains the text of Decision 71/385/CEE renewing the Agreement between the EEC and Iran, which was signed on October 14, 1963, for a period of one year from December 1, 1971. The French text of this Decision may be seen on application.

EDB 7174/408

Irish Republic

IMPORT QUOTAS: Orders have been made by the Irish Republic Government appointing the following import quotas:

Commodity	Quota period	Quota
Miscellaneous textiles	January 1, 1972 to December 31, 1972	A quantity of goods equal in value to £100.000
Miscellaneous textiles piece goods	January 1, 1972 to December 31, 1972	12,000,000 square yards

These quotas apply only to miscellaneous textiles and miscellaneous textiles piece goods originating in certain Eastern European and Asian countries.

EDB Ext. 466/467/482

Netherlands

LABOUR BROKER LICENSING: The Netherlands Ministry of Foreign Affairs have drawn attention to the strict policy which their Government have been pursuing in recent months on the granting of licences to labour brokers (including both labour-only subcontractors and employment agencies) in the interests, it is claimed, both of conditions on the labour market and of the employees. Since it appears that foreign entrepreneurs are also carrying on the business of labour brokerage in the Netherlands, the Ministry wish to point out that this too is subject to the Act governing labour-only subcontracting and employment agencies and cannot be practised without a licence. Foreign entrepreneurs who have not already done so should apply to the Labour Relations Directorate, Ministry of Social Affairs, Zeestraat 73, The Hague, for a 'vergunning tot het ter beschikking stellen van arbeidskrachten' (labour brokerage licence). Besides the usual conditions, licences issued to foreign entrepreneurs will contain the following:

(*a*) The licence-holder shall appoint a permanent representative in the Netherlands who possesses a long-term authorisation to conclude labour brokerage agreements in this country on his behalf;
(*b*) The agreements referred to under (*a*) shall be concluded only by the said permanent representative;
(*c*) The licence-holder shall see to it that all the books relating to his labour brokerage business in the Netherlands are kept in one office, established at a permanent address in the Netherlands.

Spain

HOME COMPENSATION TAX—CORRECTION: Notice was given in *Trade and Industry* dated December 9 (page 527), of temporary concessional rates of Home Compensation Tax Levy on Tariff Headings: 03.02-A; 07.05-B.1; 26.01-A.2; 27.01-A; 31.02-A and 09.01-A. It is regretted that the date of validity was incorrectly stated as February 22, 1972; this should have read 'until January 22, 1972'.

EDB Ext. 462, 471/2/3

DUTY-FREE IMPOR TQUOTA—CYCLOHEXANONE: In the *State Gazette* of November 30, the Spanish authorities announced a duty-free quota valid until January 29, 1972 on the following:

Tariff heading	Description	Quota in tons
29.13-A.3	Cyclohexanone	3,000

EDB Ext. 462, 471/2/3

CUSTOMS TARIFF MODIFICATION — COTTON NOT CARDED OR COMBED: The *State Gazette* of December 3, announced the following modification to the Spanish customs tariff valid until March 2, 1972.

Tariff heading	Description	Transitory duty
55.01	Cotton not carded or combed	4% ad val

EDB Ext. 462, 471/2/3

Malta

IMPORT LICENSING: The Malta *Government Gazette* of November 27 published Legal Notice 98 of 1971 which is an amendment to the Supplies and Services Act of 1947 to the effect that the importation of evaporated and condensed milk now requires a specific import licence.

EDB Ext. 471/2/3/462

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Greece

IMPORT PROCEDURE FOR NEW AND SECOND-HAND MACHINERY: The import procedure for new and second-hand machinery, components, and spare parts has been revised by the Greek Minister of National Economy. Certain new products under the following tariff headings in addition to all second-hand machinery require an import licence: BN No. 40.10; 42.04B; 44.26B1, 2; 68.04A1, A2b; 68.04B2; 73.18C3; 73.37; 73.40A2, I1; 84.01; 84.06; 84.10; 84.11C; 84.14B1, B2; 84.18D1b, D1c; 84.20B; 84.21A2, A3; 84.22B, D2; 84.24A, B, C, D; 84.25A3, B; 84.28B1; 84.29A, B, C; 84.30A, C; 84.40C3; 84.47A, B; 84.56A, B; 84,59E1, Eic, Eid; 96.02B1, B2; 84.46B; 85.01D1a, D2; 85.11A3; 90.26A1. This regulation shall not apply under the following circumstances: New products imported for investment and development projects; new or second-hand items appropriated by the Government and subsequently sold to government departments, municipalities, communities and technical schools; new and second-hand machinery for re-export; second-hand machinery imported without any currencies formalities provided that it is used only by the importer and its value does not exceed 5,000 drachmae; machinery and components exported for repair and re-imported; certain road making machinery not for industries or handicrafts; road tractors; machinery, components and spare parts imported duty free by the Government and sold as obsolete.

EDB Ext. 420/475

Israel

AMENDMENTS TO CUSTOMS RELEASE DATES: The Israeli authorities have announced that the Customs release dates applicable to certain tariff items are extended as follows:

In items: 27.10.5030	In items: 39.02.3010	In items: 84.53.9910
32.07.2010	40.14.7010	84.52.9920
32.09.9991	61.09.2010	84.53.1060
39.01.3010	70.03.1011	84.55.6000
	83.13.1000	

'1.10.71' shall be replaced by '1.1.72'

In item: 39.05.2020	In item: 40.06.1000	In item: 40.05.1000

'1.10.71' shall be replaced by '1.4.73'.

EDB Ext. 420/475

SURCHARGE: The Israeli authorities have announced the following amendments affecting the surcharge levied on certain imports:

1. The surcharge rates applicable to the following tariff items have been amended:

Ex 29.35	Ex 29.37	Ex 39.01	Ex 39.02	Ex 51.01
Ex 51.03	53.01	53.02	53.03	53.04
53.05	53.06	53.07	53.08	53.09
53.10	56.01	56.02	56.03	56.04
Ex 56.05	Ex 56.06	Ex 58.07	Ex 59.01	Ex 60.05
Ex 60.06	Ex 61.01	Ex 61.02	Ex 63.02	

2. The following item has been repealed:
   Ex 49.01 or 49.11 Picture reproductions.
3. The following items are inserted:

		Rate of duty
84.06.6000	Engines of a nominal capacity exceeding 500 HP but not exceeding 3000 HP	*
85.01.1010	Generators of a capacity from 400 Kwh up to 2200 Kwh	*

* The rates for these items are 'special calculations'. This is defined as the difference between the price which the holder of the goods has obtained or is likely to obtain for them and the cost price plus reasonable expenses and profits.

Inquiries from British exporters for further details should specify the item(s) in which they are interested.

EDB Ext. 420/475

PLANT PROTECTION REGULATIONS: The Israeli authorities have issued amended regulations in respect of the use of endrine, novacrine, asudrine, seolene and metacyl preparations; also no person shall buy, sell or activate strychnine or thalium sulphate or preparations containing them for the purpose of pest control, nor shall any person keep any stock of such substances.

EDB Ext. 420/475

TARIFF AMENDMENTS: The Israeli authorities announce the following amendments to Customs Tariff.

Tariff No.	Description	Rate of duty
01.02.	Section 1000 shall be followed by	
2000	Other, if released before 1.1.72	Exempt
02.01.	Paragraph 1021 is repealed	
	Subsection 1020 shall be followed by	
1022	Liver or tongue released before 27.9.71 (GATT)	IL.1.00 per Kg
1023	Liver or tongue if released after 26.9.71 but before 1.1.72 (GATT)	Exempt
1025	Liver or tongue, Other (GATT)	IL.3.10 per Kg
1028	Other, if released before 1.1.72	Exempt
	Item 05.13 is superdseded by	
05.13.	Natural sponges	10% ad val
	Item 06.03 is superseded by	
06.03.	Cut flowers and flower buds of a kind suitable for bouquets or for ornamental purposes, fresh, dried, dyed, or bleached, and cut flowers and flower buds which have undergone a process of impregnation or which have been otherwise processed	50% ad val
12.07.	Section 1000 is repealed	
25.23.	Section 1000 is superseded by	
1000	Grey Portland cement	
1020	If released before 1.4.72	IL.0.007 per kg
1030	If released after 31.12.71 but before 1.4.72	IL.0.0225 per kg
1090	Other	IL.0.04 per kg +20% ad val
37.05.9900	10 per cent shall be superseded by	25% ad val
	Item 48.03 is superseded by	
48.03	Parchment or greaseproof paper and paperboard and imitations thereof, and glazed transparent paper whether in rolls or in sheets	
2000	Glassine paper	80% ad val
9900	Other (GATT)	50% ad val
	Section 9900 of item 55.05 is superseded by	
55.05.9900	Other	IL.0.90 per kg + 25% ad val
59.11.	After section 1000 insert	
1100	Adhesive, without any detachable protective layer	45% but not less than IL.5.25 per kg
	Section 9900 is superseded by	
9900	Other	
9910	Rubberised textile fabric, of a weight not exceeding 400 gm. per sq. m.	IL.3.25 per kg +20% ad val
9990	Other	35% ad val
	Item 71.05 is superseded by	
71.05.	Silver, including silver gilt or platinum plated, unwrought or semi-manufactured	10% ad val
	Item 71.06 is superseded by	
71.06.	Rolled silver, unworked or semi-worked	10% ad val
71.07.	Subsection 2020 is repealed	
73.10.	In this item, subsections 1018 and 1091 are repealed	
	Subsection 1012 is to be followed by	
1017	Other wire, rolled, of a diameter of 8 mm or more, if released before 1.1.72	IL.0.05 per kg +15% ad val
	Subsection 1090 to be followed by	
1092	Round, of a diameter of 8 mm or more, if released before 1.1.72	IL.0.05 per kg +15% ad val
73.14.	In subsection 3011 'and the wire shall be released before 1.10.71' is deleted	
	Subsection 3012 is repealed	
73.18.	In section 3000, 'under paragraph 5000' shall ba superseded by 'under paragraphs 1000 or 5000'	
	In subsection 3010 '0.25 per hundred' is superseded by '0.37 per hundred' and '4-3/8' is superseded by 4⅜	
75.06.	Subsection 9910 is deleted	
	In subsection 9920, '(not specified in subsection 9910)' is deleted	

(*continued on next page*)

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ISRAEL
continued

Tariff No.	Description	Rate of duty
82.04.	In this item, sections 2000 and 5000 are repealed Section 9900 shall be followed by	
9900	Other (GATT)	50% ad val
84.11.	Subsection 3011 shall be superseded by	
3011	If their net weight exceeds 100 kg if they are installed in an industrial enterprise and shall be used for the process of manufacture	Exempt
	Subsection 3091 is superseded by	
3091	If their net weight (without the starting devices) exceeds 100 kg if they are installed in an industrial enterprise and shall be used in the manufacturing process, provided that compressors operated by electric motors are imported without such motors	Exempt
3093	The opening passage in this subsection is superseded by 'Installed in cold storage buildings or cold storage warehouses, of a capacity of 1,000 cu. m or more, provided all the following conditions are fulfilled'	
	Subsection 5013 is superseded by	
5013	If their net weight exceeds 1,500 kgs, but does not exceed 3,000 kgs and they are installed in an industrial enterprise and shall be used in the process of manufacture	Exempt
84.21.	Section 7000 is superseded by	
7000	Machinery and mechanical appliances for the cleaning of metal articles or for removing the grease thereof, other than those falling under section 6900:	
7010	The machinery and mechanical appliances:	
7011	by means of sand or metal particles, if the weight of each of them without the compressors and the means of propulsion exceed 250 kgs, if released before 1.4.72	Exempt
7019	Other	25% ad val
7020	The parts	25% ad val
	Section 84.33 is superseded by	
84.33.	Paper or paperboard cutting machines of all kinds; other machinery for making up paper pulp, paper or paperboard:	
1000	Table machines and hand-operated machines	20% ad val
9900	Other (GATT)	Exempt
84.42.	Section 1100 shall be followed by:	
3000	Electric mounted grindstones or grinding wheels, whether or not imported with a table or base, and provided with an axis protruding on both sides for fitting the stones, brushes or other replacement tools and provided the weight of each grindstone or grinding wheel (without the stones, brushes or the tools, and also without the table or base) does not exceed 50 kgs	35% but not more than IL.100 each
84.59.	Subsection 1020 shall be superseded by:	
1020	Presses, crushers, grinders and mixers nes (GATT)	Exempt
	Insert after subsection 1060:	
1070	Electric mounted grindstones or grinding wheels, whether or not imported with a base or a table, and provided with an axis protruding on both its sides for fitting thereon the stones, brushes or other replacement tools, and provided the weight of each grindstone or grinding wheel (without the stones, the brushes or the tools and without the base or table) does not exceed 50 kgs	35% but not more than IL.100 each
85.13.	Subsections 1020 and 1030 are repealed After subsection 1050 insert:	
1060	Without means of creating dialling impulses (GATT)	50% ad val
1070	Without switchboard or telephone exchanges nes (GATT)	40% ad val
1080	Other telephone apparatus (GATT)	40% but not less than IL.27.00 each
85.23.	Subsection 9990 is superseded by:	
9990	Other (GATT)	15% ad val
90.13.	Sections 1000 and 2000 are repealed Section 4000 is superseded by:	
4000	Searchlights and spotlights of the kind used in film studios	Exempt
	Section 5000 is superseded by:	
5000	Of the kind used in motor vehicles	65% ad val

Lebanon

NEW REGULATIONS ON IMPORTED TABLE SALT: Under Decree No. 1781 of September 1, 1971, new regulations have been introduced in the Lebanon concerning the import and local manufacture of table salt. The use of imported salt containing iodide or iodate is only authorised when the salt is packed in hermetically sealed containers and is pure and dehydrated. The percentage of humidity tolerated for imported salt varies between 10 and 200 milligrammes per kilogramme and the percentage of iodine contained should be clearly marked on the package. This regulation will be effective from December 23, 1971.

EDB Ext. 420/475

IMPORT REGULATIONS ON PAPER HANDKERCHIEFS: A French translation, which has just become available, of Arrete No. 1470/1 of August 29, 1971, has been received giving details of amended regulations concerning the import into the Lebanon and the local packaging and sale of paper handkerchiefs; their weight, numbers and sizes. This regulation will be effective from January 1, 1972.

EDB Ext. 420/475

Syrian Arab Republic

IMPORT OF TAPE RECORDERS: The Syrian authorities have announced that tape recorders falling under Syrian Tariff No. 92/11 have been removed from the list of prohibited imports. No further information is available.

EDB Ext. 420/475

People's Democratic Republic of Yemen

IMPORT REGULATIONS: The State-owned '14 October' Corporation now has the sole right to import and distribute books, newspapers, magazines and periodicals.

EDB Ext. 420/475

Kenya

IMPORT LICENSING REGULATIONS: The Imports, Exports and Essential Supplies (Imports) (Amendment) (No. 10) Order, 1971 published in the *Kenya Gazette* Supplement of November 26, amends with effect from November 19 the First Schedule to the Imports, Exports and Essential Supplies (Imports) Order, 1968

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SIMILAR GROUPAGE SERVICES FROM CONTINENT TO TURKEY & MIDDLE EAST

(published in the *Board of Trade Journal* of December 13, 1968, pages 1662-1664) to the following extent:

(*a*) by deleting therefrom the following item:
899 5 3 0 Zip fasteners.

(*b*) by inserting therein the following new items:
533 3 2 0 Sandtex-Matt (all types of masonry paints). (rtm)
632 8 0 0 Wooden coat hangers.
697 2 1 1 Metallic coat hangers.
732 8 9 9 Exhaust pipes and silencers (all types).
893 0 0 1 Plastic coat hangers.
893 0 0 9 Rigid and plasticised pvc electrical conduits.
899 5 3 0 All types of zip fasteners (including those made of aluminium, brass and nylon materials).

Note: All goods listed in the First Schedule to the Imports, Exports and Essential Supplies Order, 1968, are prohibited from being imported into Kenya without a specific import licence.

ESD Ext. 462, 471/2/3

Zambia

SUSPENSION OF DUTIES: The Zambia Customs and Excise (Suspension) (Amendment) (No. 5) Regulations, 1971, amend, with effect from October 26, the Schedule to the Customs and Excise (Suspension) Regulations, 1970, (published in the *Board of Trade Journal* of February 25, 1970, page 560) by the insertion of the items listed below:

Heading No.	Description of goods	Effective rate of duty
Ex 15.07.13	Ground-nut oil, when imported by persons approved by the Minister and under such conditions as may be determined by the Minister	Free
Ex 15.07.14	Olive oil and Lucca oil, when imported by persons approved by the Minister and under such conditions as may be determined by the Minister	Free
Ex 15.07.15	Sunflower seed oil, when imported by persons approved by the Minister and under such conditions as may be determined by the Minister	Free
	Other fixed vegetable oils, fluids or solid, crude, refined or purified:	
Ex 15.07.99	Other, when imported by persons approved by the Minister and under such conditions as may be determined by the Minister	Free
Ex 73.21.13	Door and window frames, when imported by persons approved by the Minister and under such conditions as may be determined by the Minister	Free

ESD Ext. 462, 471/2/3

Tanzania

IMPORT CONTROL: A statement issued by the Bank of Tanzania was published in Tanzanian newspapers of December 4, stating that a new Open General Import Licence became effective as from December 3, 1971. A new list of essential commodities whose import would not be regulated, which included medicines and raw materials, had been compiled. All other goods, including essentials whose substitutes were locally available, require a specific import licence. Goods which were on Open General Licence before December 3, but had now been removed, and which had already been ordered by importers, would be allowed to enter the country provided the importer submitted an application within a month from the date of publication of the order, ie by January 4, 1972. Further details of these regulations will be published as soon as they are available.

ESD Ext. 462, 471/2/3

NEW IMPORTS CONTROLLER: The Governor of the Bank of Tanzania has been appointed as the new Imports Controller with effect from November 27. This means that the Imports Control Unit, previously situated in the State Trading Corporation's head office, has now been transferred to the Bank of Tanzania and will be administered under the direct supervision of the Governor.

ESD Ext. 462, 471/2/3

MOTOR VEHICLE IMPORTS: In a notice published in *Trade and Industry* on December 2 (p. 484), information was given about the control of importation and sales of motor vehicles in Tanzania. Government Notice No. 258, The Motor Vehicles (Declaration of Sales—Controlled Goods) Order, 1971, which came into operation on December 9, has now been published. Full details and copies of this Order are available.

ESD Ext. 462, 471/2/3

In many cases further information on the notices published on these pages is available from the Department of Trade and Industry. The main branches concerned are: Commercial Relations and Exports (CRE) Division, DTI, 1 Victoria Street, London SW1H 0ET (Tel: 01-222 7877); and Export Services Division (ESD) and Export Data Branch (EDB), both at DTI, Export House, 50 Ludgate Hill, London EC4M 7HU (Tel: 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (CRE, ESD or EDB) and the appropriate telephone extension number. In the Tariff and Trade Notices section countries are grouped by continents as far as possible; they are listed alphabetically on the contents page.

Angola

IMPORT LICENCE BAN: There is a temporary ban in Angola on the issue of import licences for non-essential goods. No details are yet available but a second notice will be published when further information is received.

EDB Ext. 460/461

Mozambique

CONSUMPTION TAXES: Details have just been received of new rates of consumption tax levied in Mozambique on both imported and domestic goods. The products affected cover a wide range and include soft drinks and mineral waters, alcoholic beverages, tobacco, petrol, motor vehicles and textiles. British exporters requiring further details should indicate the goods in which they are interested quoting, where possible, the Brussels tariff numbers.

EDB Ext. 460/461

Republic of South Africa

FERTILISER REGULATIONS: The South African *Government Gazette* of November 26, carries the new Regulations for the Registration and Sale of fertilisers. These will come into effect on July 1, 1972, and they cover registration, marking of containers, invoicing, advertising, sampling, quality assessment and sterilisation, for nitrogenous, phosphatic and potassic fertilisers and compound fertilisers.

EDB Ext. 471/2/3/462

CUSTOMS TARIFF APPLICATION: Customs Tariff Application List No. 542, published in the South African *Government Gazette* of December 3, contains applications to the Board of Trade and Industries for

(*a*) increase in duty on prepared packing and prepared lagging for thermal insulation including gasket material of asbestos from duty free to 25 per cent *ad valorem*; and
(*b*) withdrawal of the rebate facilities in respect of epoxy ester plasticisers for the manufacture of plastic moulded powders or pastes (item 307.02/38.19).

Those British trade organisations thought to be interested in the application are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organisation should, therefore, first contact its own trade association.

(*continued on next page*)

REPUBLIC OF SOUTH AFRICA
continued

If any firm proposes to make representations to the South African authorities and requires further information concerning the application, it should address inquiries to the Commercial Relations and Exports Department.

CRE Ext. 2274

Thailand

IMPORT OF USED MOTORCYCLES: The Thai Ministry of Economic Affairs has announced that with effect from October 30, 1971, no second-hand motorcycles of any kind shall be imported into Thailand unless a written permit has been obtained from the Ministry of Economic Affairs.

EDB Ext. 401/468/469

South Vietnam

EXCHANGE RATES: The Government of Vietnam has announced that the terms of the Parallel Exchange Market (announced in *Trade and Industry* Vol 1. No. 8) whereby the rate of exhange for the piastre for certain transactions is higher than the official rate, have been substantially revised. The effect of the new measures is to make operative four rates of exchange according to types of transaction. A very few governmental (official) transactions will continue to be operated at 'official' rate of 118 piastres to the US dollar. All other transactions, which will take place on the parallel market, will operate within the three tier system according to the following three categories:

(*a*) 275 piastres to the dollar for import services related to CIP and PL 480 programmes:
(*b*) 400 piastres to the dollar for import services related to other programmes, including government-owned exchange, foreign credit and other non-exchange foreign aids.
(*c*) 410 piastres to the dollar for other purposes, including exports.

It is understood that duties and taxes associated with such transactions have been reduced or eliminated, simplifying import rates.

EDB Ext. 420/475

The Khmer Republic

IMPORT REGULATIONS: The Government of the Khmer Republic has announced new economic measures including regulations governing import restrictions and prohibitions. Details of prohibited and restricted imports and exports are held by the Department of Trade and Industry.

EDB Ext. 420

EXCHANGE RATES: The Government of the Khmer Republic has announced that with effect from the beginning of November the Riel (the Khmer unit of currency) will be allowed to float against the US dollar. This has resulted in a devaluation of the Riel from 55 to the Dollar to about 140 to the Dollar, but the intention of the Government is to announce the rate thrice weekly. (Ref. CRE 25671/G)

CRE Ext. 2252

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South Korea

RESTRICTED IMPORT ITEMS: The Korean Ministry of Commerce and Industry have announced that further import restrictions have been imposed on 60 items which have until now been included in the 'automatic approval' import category.

Tariff numbers affected are:

04.02	29.14	73.12	84.51
04.03	38.03	73.15	84.54
04.04	39.01	73.24	85.01
04.06	39.06	73.26	85.25
07.01	43.01	73.29	87.07
09.01	48.01	73.34	87.14
09.04	48.05	74.01	90.05
18.03	50.02	79.01	90.09
18.04	50.03	79.03	90.16
18.05	51.01	82.11	90.22
21.02	51.02	83.04	90.28
21.07	69.04	84.17	91.04
25.15	70.04	84.22	91.06
28.30	70.08	84.25	97.06
28.42	73.10	84.50	97.08

EDB Ext. 420/475

Australia

TARIFF BOARD REVIEW OF DUMPING DUTIES ON PHOTOGRAPHIC FILM: The Australian Minister for Customs and Excise has referred to the Tariff Board for a dumping inquiry and report being matters arising out of Section 7 of the Customs Tariff (Dumping and Subsidies) Act, 1961-65:

(*a*) whether photographic sensitised, unexposed film in the flat or in rolls (including bulk rolls) viz:
  (i) X-ray film
  (ii) microfilm
  (iii) film specially prepared for use in the graphic arts, is being sold to a person in Australia at an export price which is less than the normal value in the country of exportation;
(*b*) whether, if the answer to (*a*) is in the affirmative, the exportation of those goods is causing or is threatening injury to an Australian industry.

These goods, which fall within Chapter 37 are currently gazetted for dumping duty and this reference will enable the Tariff Board to review the anti-dumping action. This matter has been reported by the British High Commission at Canberra which has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure notification in this instance should be given to the Australian authorities not later than December 30, 1971. Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Division, quoting reference No. CRE 2758/71.

CRE Ext. 2318/9

New Zealand

IMPORT LICENSING—MOTOR VEHICLES: The New Zealand Minister of Customs announced on December 1, 1971, that the New Zealand Government had decided to take steps to end the shortage of cars. CKD franchise holders will in future be able to obtain replacement import licences for cars sold. They will inform the Customs Department of their sales to the public for the July/September quarter and provided they can show that they had fully committed and planned the use of their licence for the year 1971/72, replacement licences will be issued in addition to the 1971/72 licence to the value of the cars sold during the quarter. The procedure will be repeated quarterly. In addition, licences to non-assembly companies for imports of built-up cars in 1971/72 will be increased pro rata by one million NZ dollars, approximately 25 per cent. Ref. CRE 25923.

EDB Ext. 401/468/469

Guyana

CAPITAL ISSUES (CONTROL) ACT 1971: The above Act, passed on November 25, makes it compulsory for any prospectus

and offer of shares to the public in Guyana, to have the approval of the Minister of Finance. It restricts the issue and transfer of shares and securities as between individuals and/or companies and defines as an alien company any Guyanese company having an alien director on its Board. A copy of the Act is available on application.

EDB Exts. 7312/474/476

Honduras Republic

FEES PAYABLE FOR ANALYSIS/REGISTRATION OF FOODSTUFFS: Several notices published recently in *Trade and Industry* have given information regarding the analysis/registration of foodstuffs imported into Honduras. The fees applicable for both bromatological and bacterial analysis/registration of specified food products have now been published by the Honduran Government in the form of Decree No. 241. These fees are set out below, and are expressed in Lempiras (4.82 Lempiras approx = £1).

Products	Bromatological	Bacterial
Milk	L 45.00	L 20.00
Milk products	50.00	20.00
Flour and derived products	50.00	20.00
Preserved vegetables	50.00	20.00
Preserved animal products	50.00	20.00
Oils and fats	60.00	20.00
Meat and meat preparations	50.00	20.00
Cereals, coffee, cocoa, chocolate	50.00	20.00
Seasonings and spices	40.00	20.00
Confectionery	40.00	20.00
Honey and derived products	40.00	20.00
Essences and aromatics	50.00	
Sauces, condiments, flavouring essences	50.00	20.00
Acid and bitter preparations	40.00	
Dietetic products	60.00	
Alcoholic beverages	100.00	
Non-alcoholic beverages	45.00	
Foods for animals and subproducts	50.00	
Livestock	50.00	
Waters	60.00	25.00
Juices and nectars	40.00	20.00
Salt for industrial use	60.00	
Cooking salt, determination of Iodine	15.00	
Toxicological analysis	80.00	
Preserved fruit and fruit preparations	40.00	20.00
Other food preparations	50.00	
Sugar and sugar preparations	40.00	20.00
Fish, crustaceans, molluscs and products thereof	50.00	20.00

For each analysis of similar products a 50 per cent fee of the above fees will be charged as long as the samples are not more than five. For the analysis requested by other Government Departments a 50 per cent fee of the fees laid down under the first heading will be charged. For the registration of each product, after the Department of Food Control has reported that the product is fit to be consumed, a fee of 60 Lempiras (L 60.00) will be charged. This registration will be valid for five years.

EDB Ext. 474/476/7312

Uruguay

EXCHANGE REQUIREMENTS FOR 1972: Presidential Decree No. 733/971 published in the Uruguay *Official Gazette* of November 15, calls upon firms and State entities to supply to the Central Bank their import requirements in volume and value for the year 1972. In addition they must declare the payments they will have to make abroad in respect of amortizations, interests, and commissions and also any other payments for services rendered abroad. An unofficial translation is available upon request.

CRE Ext. 2289

Ecuador

CHANGES IN FOREIGN EXCHANGE CONTROL SYSTEM: Supreme Decree 1740 of November 22 has modified the exchange regulations which were introduced in August 1970 in connection with a devaluation of the sucre from 18.00 to 25.00 per US dollar (*Board of Trade Journal* of September 16, 1970, p. 614). Briefly, this measure re-establishes the exchange system that was in effect prior to the devaluation, namely an official market based on the par value for purchases and sales of foreign exchange related to merchandise trade and government and other specified transactions, and a free market with fluctuating exchange rates for all other transactions, including payments from abroad to national and foreign insurance companies, certain foreign investments and loans, and foreign exchange requirements of tourists. By a parallel measure the Ecuadorean Monetary Board reintroduced the requirement of prior deposit payments for List I imports—so-called essential imports (*Trade and Industry* of December 9, p. 530).

EDB Ext. 474/476/7312

Chile

REGULATIONS AFFECTING VISITORS: Central Bank Circulars Nos. 1590 and 1600 of October 20 and November 2 respectively introduced additional regulations which affect visitors to Chile. The carrying of Chilean (escudo) bank notes is now heavily penalised, both on entering and leaving the country. A customs charge on the 'importation' of Chilean bank notes (under Customs item 49.07.01. 99) has been introduced amounting to 1,000 gold pesos per nett gramme of the merchandise (11.65 gold pesos = £1). The rules concerning 'non-commercial' exports, including goods carried by travellers leaving the country, have also been altered, in order to prevent the exit of goods essential for local consumption and of imported goods (or those containing an imported ingredient exceeding 60 per cent of value), due to the low trade exchange rate and the local official sales-price controls which make such products cheaper than in other countries. As a result all baggage and effects are subject to examination by the Chilean Customs officials on exit. Copies of the Circulars in Spanish, and unofficial English translations, are available upon request.

CRE Ext. 2289

PRIOR DEPOSITS: Chilean Decree No. 826/71, published in the *Diario Oficial* of October 21, 1971, introduced a prior deposit of 10,000 per cent (ten thousand) *ad valorem* cif on various goods. Furthermore, additions and amendments have been made to the Chilean List of Permitted Imports, affecting the following Brussels Nomenclature headings:

15.10
Chapter 29
Chapter 33
Chapter 38
39.02
44.12
59.17
82.09
Chapter 84
Chapter 85

EDB Ext. 474, 476, 7312

IMPORT DUTIES: Chilean Decree No. 1799/71, published in the *Diario Oficial* of October 22, 1971, lowers the import duty *ad valorem* cif on goods falling under BN heading No. 55.05 (cotton yarn, not put up for retail sale) from 150 per cent to 10 per cent on the condition that their import registration conforms to the Committee of Textile Clothing Industries of CORFO, and provided that the quantity imported does not exceed 300,000 kilos. The goods remain free from a specific duty.

Decree No. 1742/71, published in the *Diario Oficial* of October 29, 1971, made the following alteration to the sub-heading 49.07.01:

Tariff No.		Description	Unit	Rates of Duty: Specific Gold Pesos	Rates of Duty: Ad val. c.i.f.
49.07.01		Banknotes, being legal tender (signed and numbered):			
	01	printed for other countries	GN	Free	6%
	02	destined to be legal tender in Chile and consigned to the Chilean Central Bank	KL	Free	1%
	99	Other	GN	1,000.00	Free

EDB Ext. 474/476/7312

FOREIGN EXCHANGE RATES: The President of the Chilean Central Bank announced on December 10 that exchange operations would be resumed on December 13.

The basic exchange rate for visible imports and exports will be

(continued on next page)

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CHILE

(continued)

Escudos 15.80 to the US dollar, with the following exceptions affecting imports:

(1) Former rate of Escudos 12.21 will be maintained for foodstuffs and petroleum.

(2) Escudos 19.00 for machinery and spares, and for items for the production of motor cars, electrical goods and cosmetics.

(3) Escudos 25.00 for luxury goods such as alcohol beverages, manufactured tobacco, jewellery etc.

No change is envisaged in the broker's rate.

CRE Ext. 2289

Brazil

DUTY FREE IMPORTS CONSIGNED TO EXPORTING INDUSTRIES: Under Decree No. 69282 of September 24, 1971, Brazilian concerns producing manufactured products may import duty free until 1974 industrial and research machines, equipment and apparatus, parts, spares and accessories, raw materials, intermediate products and packing and display material, provided that these are for their own exclusive use and directly connected with the production of the merchandise, and do not exceed in value 10 per cent of the increase of their exports as compared to the previous year. A translation of the Decree is available on application.

EDB Ext. 474, 476, 7312

Peru

STATE CONTROL OF IMPORTS OF 'FUNDAMENTAL RAW MATERIALS': Decree Law 19031 published in Peru on November 17, 1971, reserves for the State the 'importation of fundamental raw materials designated by Law as produced by Basic Industries.' The industries to be covered by this law are iron and steel, non-ferrous metals, chemicals, fertilisers, cement and paper. The public entity to which each product will be entrusted will be decided by Supreme Decree.

In anticipation of this law Decree Law 19023 published on November 10, 1971, created the Empresa Nacional de Comercializacion Industrial (ENCI) which is to market industrial products considered as fundamental for the economic life of the country. Supreme Decree No. 051-71-IC/DS of November 17, 1971, makes newsprint the first product to be handled by ENCI.

Decree Law 18930 of August 18, 1971, anticipated this series of laws by making the State via Petroperu the sole importer of crude petroleum and its derivatives.

EDB Ext. 474, 476, 7312

United States

SPECIAL PACKAGING: The Commissioner of Food and Drugs has evaluated comments received on the proposal to adopt a testing procedure for special packaging and has decided that such a procedure is necessary. A new Part 295 has, therefore, been added to the US Code of Federal Regulations (Title 21, Chapter I, Subchapter E). The new rule becomes effective on January 19, 1972. (FR 20-11-71).

EDB Ext. 455/456/457

PACKAGING STANDARDS: *Trade and Industry* of December 2, 1971, gave notice of an extension of the time limit for comments on four child protection packaging standards. The final date for comments has now been established and it is January 19, 1972. (FR 20-11-71).

CRE Ext. 2397

TARIFF AMENDMENTS: With effect from November 5, 1971, the following amendments came into force in the United States:
1. The duty on items 417.12, 521.17 and 601.06, which had been temporarily suspended, was removed permanently and (with effect from July 16, 1971) items 907.15, 909.30 and 911.05 were repealed.
2. Item 405.04 was replaced by two new items—405.04 and 405.05. The former is trinitrotoluene valued at 15 cents or under per pound and the duty is now 1.7 cents per pound + 11 per cent *ad val*; the latter is trinitroluene valued at over 15 cents per pound, which is duty free.
3. Item 608.90 has now become 608.89 and items 608.91 and 608.92 have been struck out. These have been replaced by the following:

Tin plate and tin coated sheets:

(a) 608.90—Imported for use in the manufacture of maple sap evaporators; this is duty free.
Other:

(b) 608.91—valued not over 10 cents per pound; the duty is 8 per cent *ad val.*

(c) 608.92—valued over 10 cents per pound; the duty is 0.8 cents per pound.

EDB Ext. 455/456/457

DOCK STRIKES (as at December 10). East Coast and Gulf ports: the United States Federal Court has ordered dockers in the port of New York to return to work for the full 80-day cooling-off period under the terms of the Taft-Hartley Act. This will mean that New York will be open to shipping until at least February 14, 1972. It is likely that this decision will be followed by similar decisions in the other East and Gulf Coast ports.

West Coast ports: the ports are still operating under the terms of Taft-Hartley, but an early settlement is not thought to be imminent. The dockers' union is reported to have said that the strike would probably restart immediately after the cooling-off period.

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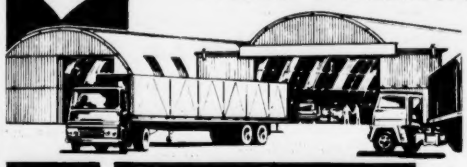

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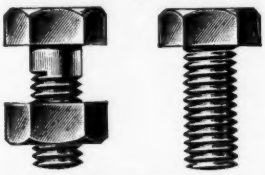

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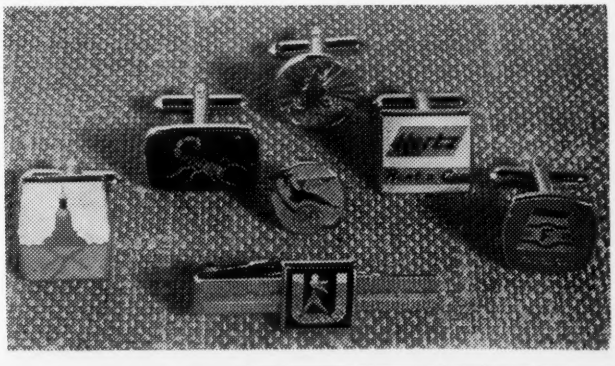

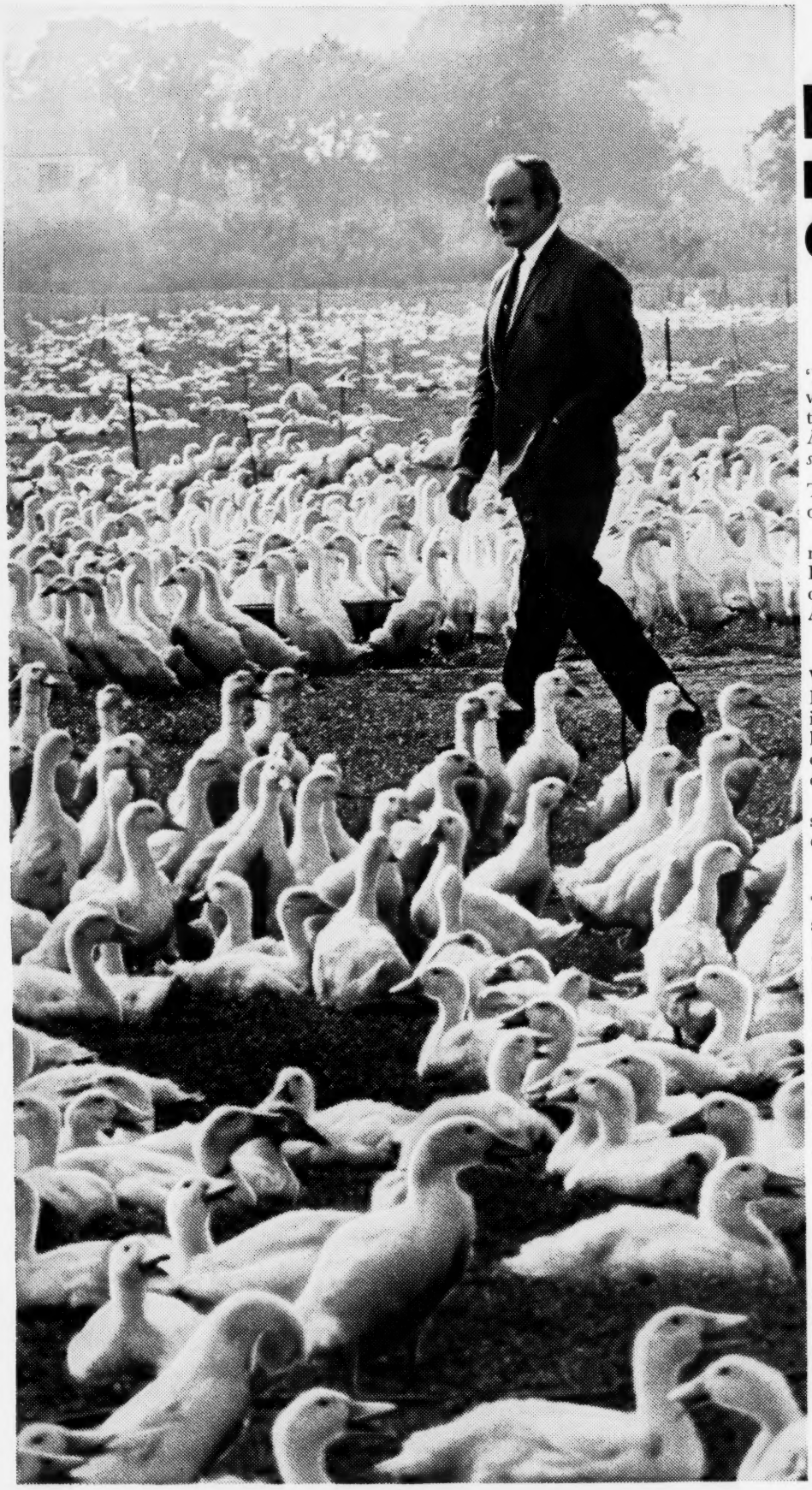

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